SUPREME COURT OF THE UNITED STATES

OCTOBER TERM, 1966

No. 18

UTAH PIE COMPANY, PETITIONER,

vs.

CONTINENTAL BAKING COMPANY, ET AL.

ON WRIT OF CERTIORARI TO THE UNITED STATES COURT OF APPEALS FOR THE TENTH CIRCUIT

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RECORD PRESS, PRINTERS, NEW YORK, N. Y., JULY 25, 1966

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE #23

	Previous Budget 1959	Revised Budget 1959	Budget 1958
SELLING			
Wages and Fringes	21000	21000	20000
Office Supplies	12000	12000	12000
General Supplies	500	500	200
Telephone-Telegraph	2000	2000	2000
Brokerage (4%)	100000	107000	100000
Samples & Donations	13000	13000	13000
Travel & Local	4000	4000	4000
Advertising	70000	70000	44400
Coop. Advertising	116000	116000	90000
Deals	329000	250000	700000
Taxes, Other	9000	9000	9000
Licenses	500	500	500
Insurance	3000	3000	3000
Rent - Public Whse.	120000	120000	141000
Demonstrations			
Distressed Mdse.	15000	15000	20000
Miscellaneous	8000	8000	6000
Brokerage-Carnation	150000	140000	150000
Bad Debts			3300
Total	973000	891000	1718000
GENERAL & ADMIN.			
Wages & Fringes	90000	90000	85000
Pension Plan	6000	6000	6000
Office Supplies	1000	1000	1000
Telephone	1000	1000	1000
Research	30000	30000	30000
Legal and Audit	1000	1000	6000
Publicity	6000	6000	6000
Travel & Local	3000	3000	3000
Label Design	14000	14000	10000
Miscellaneous	2000	2000	1000
Total	154000	151000	149000

Prepared 12/20/58

[101. 1676]

1751

1674

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE #23B

PROCESSING	Previous Budget 1959	Revised Budget 1959	Budget 1958
Wages and Fringes	830000	787000	714000
Washing Material	3500	3500	3500
Tires & Tubes	7000	7000	1500
Gas and Oil	2500	2500	2500
Office Supplies	2000	2000	1500
Ice Purchases	20000	20000	10000
General Supplies	17000	17000	11000
Fuel	8000	8000	8000
Light & Power	25000	25000	25000
Water	2500	2500	2500
Telephone	4000	4000	3500
Laundry	4000	4000	4000
Rep. Mat'l - Bldg	3000	3000	3000
Rep. Mat'l - Equip.	45000	45000	40000
Freight	8000	8000	6000
Travel & Local	2000	3000	3600
Depreciation	125000	127000	177000
Taxes, Other	65000	65000	64000
Licenses	1500	1500	1500
Insurance	5000	5000	5000
Rent - Bldg.	3000	3000	2000
Rent - Pub. Whse.	100000	100000	90000
Rent - Equipment	22000	22000	22000
Miscellaneous	15000	15000	12000
Inventory Transfers			50000
Total	1311000	1270000	1297000

Prepared 12/30/58

[fol. 1677]

1752

1677

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE # 23C

	ESTIMATED CASE SALES	PRIME COST FORMULA	PRIME COST AMOUNT	PROCESSING COST STANDARD	PROCESSING COST AMOUNT
9" Fruit -Regular	544000	17982	978233	.2778	151123 -
9" Fruit-Instit.	6000	17181	10309	.2778	1667 -
8" Fruit	1000000	12930	1293007	.2723	272300 -
10½ oz. Fruit	10000	11897	11897	.2886	2886 -
6½ oz. Fruit					
Cream Pies	661000	11787	779121	.4551	300821 -
Cakes					
Cookies	9000	17500	15750	.9435	8492 -
Meat & Poultry	100000	17449	174490	.2997	29970 -
Total	2330000		3262807		767259 -
Adjustment			39000		20000
			3301000		787000

Prepared 12/24/58

1679

[fol. 1678]

1753

CARNATION COMPANY - FROZEN FOODS DIVISION #3

BUDGET FOR 1959 SCHEDULE #22

	1957 Previous Budget Amount	1957 Previous Budget Per Case	1957 Revised Amount	1957 Revised Budget Per Case	1958 Actual Amount	1958 Actual Per Case
CASE SALES	2330000		2186500		2274280	
GROSS SALES	6195000	2.66	5887000	2.69	6428864	2.83
DISCOUNTS & SPOILS	30000	.01	30000	.01	25733	.01
FREIGHT	460000	.20	437000	.20	402900	.18
TOTAL	490000	.21	467000	.21	428633	.19
NET SALES	5705000	2.45	5420000	2.48	5999721	2.64
PRIME COST	3302000	1.42	3099000	1.42	3303047	1.45
PROCESSING COST	1270000	.54	1187000	.54	1141472	.50
COST OF SALES	4572000	1.96	4286000	1.96	4444519	1.95
GROSS PROFIT	1133000	.49	1134000	.52	1555202	.69
DELIVERY						
SELLING	891000	.38	780000	.36	1690457	.74
GEN. & ADMINISTRATIVE	154000	.07	149000	.07	128576	.06
TOTAL	1045000	.45	929000	.43	1819033	.80
OPERATING PROFIT	88000	.04	205000	.09	<263831>	<.11>
MISC. INCOME (NET)	10000	.01	10000	.01	19376	.01
RES. FOR INC. TAX	<50000>	<.03>	<110000>	<.05>	125000	.05
NET PROFIT AFTER TAX	48000	.02	105000	.05	<119455>	<.05>

Prepared 2/12/59

[fol. 1679]

1754

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE #23

	Previous Budget 1959	Revised Budget 1959	1958 Actual
SELLING			
Wages and Fringes	21 000	21 000	18 764
Office Supplies	12 000	12 000	9 328
General Supplies	500	500	11
Telephone-Telegraph	2000	2000	1753
Brokerage (4%) Brokers	107 000	108 000	111 047
Samples & Donations	13 000	13 000	9 498
Travel & Local	4 000	5 000	4 287
Advertising	70 000	80 000	43 100
Coop. Advertising	116 000	129 000	88 529
Deals	250 000	125 000	669 061
Taxes, Other	9 000	12 000	12 239
Licenses	500	500	
Insurance	3 000	5 000	4 705
Rent - Public Whse.	120 000	120 000	137 385
Demonstrations			
Distressed Mdse.	15 000	30 000	41 975
Miscellaneous	8 000	10 000	11 229
Brokerage Canvasing	140 000	133 000	139 642
Total	891 000	786 000	1 692 467
GENERAL & ADMIN.			
Wages & Fringes	90 000	85 000	77 528
Pension Plan	6 000	6 000	5 940
Office Supplies	1 000	1 000	1 120
Telephone	1 000	1 000	482
Research	30 000	30 000	28 396
Legal and Audit	1 000	1 000	5 915
Publicity	6 000	6 000	5 565
Travel & Local	3 000	3 000	2 819
Label Design	14 000	14 000	1 454
Miscellaneous	2 000	2 000	1 151
Total	154 000	149 000	128 596

Prepared 2/12/59

[fol. 1680]

1755

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE #23B

PROCESSING	Previous Budget 1959	Revised Budget 1959	1958 Actual
Wages and Fringes	787000	697000	659154
Washing Material	3500	3500	2790
Tires & Tubes	2000	2000	583
Gas and Oil	2500	3000	2558
Office Supplies	2000	2000	1611
Ice Purchases	20000	20000	6947
General Supplies	12000	15000	12975
Fuel	8000	8000	6060
Light & Power	25000	25000	21869
Water	2500	2500	2044
Telephone	4000	4000	3549
Laundry	4000	4000	3705
Rep. Mat'l - Bldg	3000	3000	2567
Rep. Mat'l - Equip.	45000	45000	29036
Freight	8000	8000	1845
Travel & Local	3000	3500	3138
Depreciation	127000	125000	120653
Taxes, Other	65000	66000	63585
Licenses	1500	1500	1536
Insurance	5000	10000	9359
Rent - Bldg.	3000	3000	1435
Rent - Pub. Whse.	100000	100000	86649
Rent - Equipment	22000	22000	21434
Miscellaneous	15000	15000	10020
Trf. to Dept Expense			(1498)
Trf. to Sales Expense			(419)
Inventory Transfers			68782
Total	1270000	1187000	1141477

Prepared 2/12/59

[fol. 1681]

1756

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 19.59

SCHEDULE # 23C

	ESTIMATED CASE SALES	PRIME FORMULA	COST AMOUNT	PROCESSING COST STANDARD	PROCESSING COST AMOUNT
9" Fruit -Regular	500000	1.1798	899000	.2371	119000
9" Fruit-Institl.	20000	2.2794	47000	.2694	5000
8" Fruit	900000	1.2930	1164000	.2324	209000
10½ oz. Fruit	10000	1.1897	17000	.2886	3000
6½ oz. Fruit					
Cream Pies	660000	1.1587	766000	.4551	301000
9" Inst. Cream	8000	1.5586	17000	.4551	4000
Cakes					
Cookies	9000	1.6174	15000	.9141	8000
Meat & Poultry	75000	1.7449	130000	.2997	22000
Total	2182500		3045000		671000
Yeast Dough	3500	1.15	4000		1000
Adjustment			50000		25000
Grand Total	2186000		3099000		697000

Prepared 2/12/59

1682

[fol. 1682]

1757

CARNATION COMPANY - FROZEN FOODS DIVISION #4

BUDGET FOR 1959 SCHEDULE #22

	1959				1958	
	Previous Budget		Revised Budget		Actual	
	Amount	Per Case	Amount	Per Case	Amount	Per Case
CASE SALES	2186500		2154500		2274280	
GROSS SALES	5887000	2.69	5790000	2.69	6428364	2.83
DISCOUNTS & SPOILS	30000	.01	30000	.01	25733	.01
FREIGHT	437000	.20	433000	.20	402900	.18
TOTAL	467000	.21	463000	.21	428633	.19
NET SALES	5420000	2.48	5327000	2.48	5999731	2.64
PRIME COST	3099000	1.42	3034000	1.41	3303047	1.45
PROCESSING COST	1187000	.54	1178000	.55	1141472	.50
COST OF SALES	4286000	1.96	4212000	1.96	4444519	1.95
GROSS PROFIT	1134000	.52	1115000	.52	1555212	.69
DELIVERY						
SELLING	780000	.36	775000	.36	1690457	.74
GEN. & ADMINISTRATIVE	149000	.07	149000	.07	128576	.06
TOTAL	929000	.43	924000	.43	1819033	.80
OPERATING PROFIT	205000	.09	191000	.09	(263821)	(.11)
MISC. INCOME (NET)	10000	.01	10000	.01	19376	.01
RES. FOR INC. TAX	(110000)	(.05)	(105000)	(.05)	125000	.05
NET PROFIT AFTER TAX	105000	.05	96000	.05	(119445)	(.05)

Prepared 3/27/59

[Fol. 1683]

1758

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE #23

	Previous Budget 1959	Revised Budget 1959	Actual 1958
SELLING			
Wages and Fringes	21000	21000	18764
Office Supplies	12000	12000	9333
General Supplies	500	500	11
Telephone-Telegraph	2000	2000	1753
Brokerage (1%)	102000	101000	111042
Samples & Donations	13000	13000	9498
Travel & Local	5000	5000	4287
Advertising	80000	80000	43100.5
Coop. Advertising	109000	108000	88529
Deals	125000	125000	669061
Taxes, Other	12000	12000	12239
Licenses	500	500	
Insurance	5000	5000	4705
Rent - Public Whse.	120000	120000	137385
Demonstrations			
Distressed Mdse.	30000	30000	41975
Miscellaneous	10000	10000	11229
Brokerage-Carnation	133000	130000	139643
Total	780000	775000	1690457
GENERAL & ADMIN.			
Wages & Fringes	85000	85000	77533
Pension Plan	6000	6000	5940
Office Supplies	1000	1000	1130
Telephone	1000	1000	483
Research	30000	30000	28396
Legal and Audit	1000	1000	5915
Publicity	6000	6000	5565
Travel & Local	3000	3000	2319
Label Design	14000	14000	144
Miscellaneous	2000	2000	1151
Total	149000	149000	128576

Prepared 3/27/59

[fol. 1684]

1759

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE #23B

PROCESSING	Previous Budget 1959	Revised Budget 1959	Actual 1958
Wages and Fringes	697000	685000	659154
Washing Material	3500	3500	2770
Tires & Tubes	2000	2000	583
Gas and Oil	3000	3000	2558
Office Supplies	2000	2000	1611
Ice Purchases	20000	20000	6947
General Supplies	15000	15000	12975
Fuel	8000	8000	6060
Light & Power	25000	25000	21869
Water	2500	2500	2044
Telephone	4000	4000	3549
Sundry	4000	4000	3705
Rep. Mat'l - Bldg	3000	3000	2567
Rep. Mat'l - Equip.	45000	45000	29036
Freight	8000	8000	1845
Travel & Local	3500	3500	3138
Depreciation	125000	125000	120653
Taxes, Other	65000	65000	63585
Licenses	1500	1500	1536
Insurance	10000	10000	9359
Rent - Bldg.	3000	3000	1435
Rent - Pub. Whse.	100000	100000	86649
Rent - Equipment	22000	22000	21434
Miscellaneous	15000	15000	10080
Trf. to Deal Expense			<1493>
Trf. to Sales Expense			<419>
Inventory Transfers			68282
Total	1187000	1178000	1141472

Prepared 3/27/59

[fol. 1685]

1760

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE # 23G

	ESTIMATED CASE SALES	PRIME COST FORMULA	PRIME COST AMOUNT	PROCESSING COST STANDARD	PROCESSING COST AMOUNT
9" Fruit -Regular	475000	17982	854145	.2371	112623
9" Fruit-Institt.	20000	23294	46588	.2684	5368
8" Fruit	920000	12930	1189560	.2324	213808
10½ oz. Fruit	8000	11897	9518	.2886	2309
6½ oz. Fruit					
Cream Pies	66000	11587	765042	.4551	300821
9" Inst. Cream	8000	15596	124769	.4551	3641
Cakes					
Cookies	9000	16176	14558	.9141	8227
Meat & Poultry	50000	17449	87245	.2997	14985
Total	2151000		2979984		661782
Yeast Dough	3500	11500	4025		1000
Adjustment			50000		25000
Grand Total	2154500		3034000		689000

Prepared 3/27/59

1686

[fol. 1686]

.1761

Carnation Company - Frozen Foods Division
1959 Revised Forecast - Last Ten Months

12/7/59

		2 Months Case Sales	10 Months Est. Case Sales	1959 Est. Case Sales
1				
2	9" Fruit	61 269	413 731	475 000
3				
4	10" Fruit Inst.	593	19 407	20 000
5				
6	8" Fruit	111 532	808 468	920 000
7				
8	10½ oz. Fruit	1 022	6 978	8 000
9				
10	8" Creams	96 893	564 107	661 000
11				
12	9" Creams Inst.	36	7 964	8 000
13				
14	Cookies	545	8 455	9 000
15				
16	Meat & Poultry	8 993	41 007	50 000
17				
18	Misc. (Dough)	35	3 465	3 500
19				
20		280 918	1 873 582	2 154 500
21				
22				
23				
24				
25				
26				
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41				

1687

[fol. 1687]

1762

[fol. 1688-1688a]

CARNATION COMPANY - FROZEN FOODS DIVISION

Budget for 1959

		Previous Budget		2 Months Actual		10 Month Estimate		Revised Budget		1958 Actual	
		Amount	Per Cwt Case	Amount	Per Cwt Case	Amount	Per Cwt Case	Amount	Per Cwt Case	Amount	Per Cwt Case
1	Case Sales	2186500		280918		1873522		2154500		2274280	
2											
3	Gross Sales	5887000	2.69	734847	2.62	5055153	2.70	5790000	2.69	6428344	2.83
4											
5	Discounts & Spoils	39000	.01	4216	.02	25784	.01	30000	.01	25733	.01
6	Freight	437000	.20	59337	.21	373663	.20	433000	.20	402900	.18
7	Total	467000	.21	63553	.23	399447	.21	463000	.21	428633	.19
8											
9	Net Sales	5420000	2.48	671294	2.39	4655706	2.49	5327000	2.48	5999731	2.64
10											
	Prime Cost	3099000	1.42	399409	1.42	2634591	1 '	3034000	1.41	3303047	1.45
12	Processing	1187000	.54	199610	.71	978390	.52	1178000	.55	1141472	.50
13	Cost of Sales	4286000	1.96	599019	2.13	3612981	1.93	4212000	1.96	4444519	1.95
14											
15	Gross Profit	1134000	.52	72275	.26	1042725	.56	1115000	.52	1555212	.69
16											
17	Delivery										
18	Selling	780000	.36	112521	.40	662479	.35	775000	.36	1690457	.74
19	General & Admin.	149000	.07	21724	.08	127276	.07	149000	.07	128576	.06
20	Total	929000	.43	134245	.48	789755	.42	924000	.43	1819033	.80
21											
22	Operating Profit	205000	.09	(61970)	(.22)	252970	.14	191000	.09	(263821)	(.11)
24	Miscellaneous Income	10000	.01	(968)	—	10968	.1	10000	.01	19376	.01
25											
26	Reserve for Income Tax	(110000)	(.05)	33000	.11	(138000)	(.08)	(105000)	(.05)	125000	.05
27											
28	Net Profit after Tax	105000	.05	(29938)	(.11)	125938	.07	96000	.05	(119445)	(.05)
29											
30											
31											
32											
33											
34											
35											
36											
37											
38											
39											
40	3/27/59										
41	Prepared ~~3/27/58~~					1688				1688	

CARNATION COMPANY - FROZEN FOODS DIVISION #5

BUDGET FOR 1959 SCHEDULE #22

	1959 Previous Budget		1959 Revised Budget		1958 Actual	
	Amount	Per Case	Amount	Per Case	Amount	Per Case
CASE SALES	2154500		2065500		2274280	
GROSS SALES	5790000	2.69	5462000	2.65	6428364	2.83
DISCOUNTS & SPOILS	30000	.01	21000	.01	25733	.01
FREIGHT	433000	.20	413000	.20	402900	.18
TOTAL	463000	.21	434000	.21	428633	.19
NET SALES	5327000	2.48	5028000	2.44	5999731	2.64
PRIME COST	3034000	1.41	2890000	1.40	3303047	1.45
PROCESSING COST	1178000	.55	1105000	.54	1141472	.50
COST OF SALES	4212000	1.96	3995000	1.94	4444519	1.95
GROSS PROFIT	1115000	.52	1033000	.50	1555212	.69
DELIVERY						
SELLING	705000	.36	853000	.41	1690457	.74
GEN. & ADMINISTRATIVE	149000	.07	141000	.07	128576	.06
TOTAL	924000	.43	994000	.48	1819033	.80
OPERATING PROFIT	191000	.09	39000	.02	(263821)	(.11)
MISC. INCOME (NET)	10000	.01	10000	—	19376	.01
RES. FOR INC. TAX	(105000)	(.05)	(25000)	(.01)	125000	.05
NET PROFIT AFTER TAX	96000	.05	24000	.01	(119445)	(.05)

Prepared 5/20/59

[fol. 1689]

1764

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE #23

	Previous Budget 1959	Revised Budget 1959	Actual
SELLING			
Wages and Fringes	21000	19000	18764
Office Supplies	12000	10000	9333
General Supplies	500	500	11
Telephone-Telegraph	2000	2000	1753
Brokerage (4%)	101000	95000	111042
Samples & Donations	13000	13000	7498
Travel & Local	5000	4000	4287
Advertising	80000	140000	431003
Coop. Advertising	108000	103000	88529
Deals	125000	189000	669061
Taxes, Other	12000	12000	12239
Licenses	500	500	
Insurance	5000	5000	4705
Rent - Public Whse.	120000	100000	137385
Demonstrations			
Distressed Mdse.	30000	28000	41975
Miscellaneous	10000	10000	11229
Brokerage-Carnation	130000	122000	139643
Total	775000	853000	1690457
GENERAL & ADMIN.			
Wages & Fringes	85000	80000	77533
Pension Plan	6000	6000	5940
Office Supplies	1000	1000	1130
Telephone	1000	1000	483
Research	30000	28000	28396
Legal and Audit	1000	1000	5915
Publicity	4000	5000	5565
Travel & Local	3000	3000	2319
Label Design	14000	14000	144
Miscellaneous	2000	2000	1151
Total	149000	141000	128576

Prepared 5/20/59

1690

[fol. 1690]

1765

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE #23B

PROCESSING	Previous Budget 1959	Revised Budget 1959	Actual 1958
Wages and Fringes	688000	645000	659154
Washing Material	3500	2500	2790
Tires & Tubes	2000	1000	583
Gas and Oil	3000	3000	2558
Office Supplies	2000	2000	1611
Ice Purchases	20000	10000	6947
General Supplies	15000	15000	12975
Fuel	8000	8000	6060
Light & Power	25000	25000	21869
Water	2500	2500	2044
Telephone	4000	3000	3549
Sundry	4000	4000	3705
Rep. Mat'l - Bldg	3000	3000	2567
Rep. Mat'l - Equip.	45000	45000	29034
Freight	8000	3000	1845
Travel & Local	3500	3500	3138
Depreciation	125000	125000	120453
Taxes, Other	65000	75000	63585
Licenses	1500	1500	1536
Insurance	10000	8000	9359
Rent - Bldg.	3000	3000	1435
Rent - Pub. Whse.	100000	85000	86649
Rent - Equipment	22000	22000	21434
Miscellaneous	15000	10000	10020
T.S. to Deal Expense			(1493)
T.S. to Sales Expense			(419)
Inventory Transfers			68282
Total	1178000	1105000	1141472

Prepared 5/20/59

1691

[fol. 1691]

1766

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE # 23C

	ESTIMATED CASE SALES	PRIME COST FORMULA	PRIME COST AMOUNT	PROCESSING COST STANDARD	PROCESSING COST AMOUNT	
9" Fruit -Regular	465000	1.7982	836163 -	.2371	110252 -	
9" Fruit-Institt.	20000	2.3294	46588 -	.2684	5368 -	
8" Fruit	800000	1.2930	1034400 -	.2324	185920 -	
10½ oz. Fruit	8000	1.1897	9518 -	.2886	2309 -	
Fancy Fruit	80000	1.3265	106120 -	.3985	31880 -	
Cream Pies - Reg.	630000	1.1587	729981 -	.4551	286713 -	
Cream Pies - Inst.	8000	1.5586	12469 -	.4551	3641 -	
Cookies	4500	1.6176	7279 -	.9141	4113 -	
Meat & Poultry	50000	1.7449	87245 -	.2997	14985 -	
Total	2065500	1.40	2869763 -	.3124	645181 -	
Adjustment			20000 -			
			2890000 -			
Sales						
9"	465000	@ 290				
10" Inst	20000	@ 407				
8"	800000	@ 223				
10½ oz	8000	234				
Fancy	80000	272				
Cream	630000	293				
Inst Cream	8000	376				
Cookies	4500	376				
Meat	50000	250		Direct	296946	.1438
				Indirect	348235	.1686
		5416,000				

Prepared 5/20/59

1692

[fol. 1692]

1767

Carnation Company - Frozen Foods Division
1959 Revised Forecast - Last 8 Months

374-88

		4 Months Case Sales	8 Months Est. Case Sales	1959 Est. Case Sales
1				
2	9" Fruit	145 778	319 222	465 000
3				
4	10" Fruit - Instit.	1 418	18 582	20 000
5				
6	8" Fruit	243 233	556 767	800 000
7				
8	10½ oz. Fruit	2 425	5 575	8 000
9				
10	Ease	4 041	75 959	80 000
11				
12	Cream Pies - Reg.	204 228	425 772	630 000
13				
14	Cream Pies - Instit.	539	7 461	8 000
15				
16	Cookies	1 378	3 172	4 500
17				
18	Meats	17 223	32 777	50 000
19				
20		620 263	1445 237	2065 500
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				
31				
32				
33				
34				
35				
36				
37				
38				
39				
40				
41	5/20/59			1693

[fol. 1693]

1768

[fol. 1694-1694a]

CARNATION COMPANY - FROZEN FOODS DIVISION

Budget for 1957

Budget #6

		Previous Budget		6 Months Actual		6 Mon	Estimate	Revised Budget		1957 Actual	
		Amount	Per Case	Amount	Per Case	Amount	Per Case	Amount	Per Case	Amount	Per Case
1	CASE SALES: 9# Fruit	465 000		211 627		318 318		530 000		524 210	
2	8# Fruit	800 000		327 008		472 992		800 000		1001 471	
3	Creams	620 000		307 630		379 370		637 000		618 783	
4	Ease	80 000		13 807		66 193		80 000		—	
5	Other	90 000	—	30 979		22 021		53 000		129 216	
6	Total	2065 000		891 105		1208 894		2100 000		2274 280	
7											
8	GROSS SALES	5462 000	2.65	2347 929	2.63	3152 071	2.61	5500 000	2.62	5728 464	2.83
9											
10	DISCOUNTS & SPOILS	21 000	.01	10 294	.01	11 706	.01	22 000	.01	25 223	.01
11	FREIGHT	413 000	.20	169 363	.19	243 637	.20	413 000	.20	402 900	.12
12	TOTAL	434 000	.21	179 657	.20	255 343	.21	435 000	.21	428 123	.19
13											
14	NET SALES	5028 000	2.44	2168 272	2.43	2896 728	2.40	5065 000	2.41	5299 731	2.64
15											
16	PRIME COST	2890 000	1.40	1231 415	1.38	1642 585	1.36	2874 000	1.37	3303 047	1.45
17	PROCESSING COST	1105 000	.54	517 902	.58	589 098	.49	1107 000	.52	1141 472	.50
18	" COST OF SALES	3995 000	1.94	1749 317	1.96	2231 683	1.85	3981 000	1.89	4444 519	1.95
19											
20	GROSS PROFIT	1033 000	.50	418 955	.47	665 045	.55	1084 000	.52	855 212	.69
21											
22	SELLING	858 000	.41	343 902	.39	600 098	.50	946 000	.45	1690 157	.74
23	GENERAL & ADMIN.	141 000	.07	73 935	.08	70 065	.06	144 000	.07	128 176	.06
24	TOTAL	994 000	.48	417 837	.47	670 163	.56	1090 000	.52	1819 033	.80
25											
26	OPERATING PROFIT	39 000	.02	1 118	—	(7 118)	(01)	(6 000)	—	(963 821)	(11)
27											
28	MISCELLANEOUS INCOME (NET)	10 000		6 550	.01	3 450	.01	10 000	—	19 876	.01
29											
30	RESERVE FOR INCOME TAX	(25 000)	(01)	(4 000)	(01)	12 000	—	(2 000)	—	125 000	05
31											
32	NET PROFIT AFTER TAX	24 000	.01	3 668	—	(1668)	—	(2 000)	—	(119 445)	(05)
33											
34											
35											
36											
37											
38											
39											
40											
41	PREPARED 7/27/57					1694					16949

[fol. 1695-1695a]

CARNATION COMPANY - FROZEN FOODS DIVISION
Budget for 1959

		Previous Budget		4 Months Actual		8 Month Estimate		Revised Budget		1958 Actual	
		Amount	Per Case	Amount	Per Case	Amount	Per Case	Amount	Per Case	Amount	Per Case
1	Case Sales	2154500		620263		1445237		2065500		2274280	
2											
3	Gross Sales	5790000	2.69	1606975	2.62	3835025	2.65	5442000	2.65	6432364	2.83
4											
5	Discounts & Sicilla	30000	.01	7623	.01	13377	.01	21000	.01	25733	.01
6	Freight	433000	.20	117662	.19	295338	.20	413000	.20	402900	.18
7	Total	463000	.21	125285	.20	308715	.21	434000	.21	428633	.19
8											
9	Net Sales	5327000	2.48	1501690	2.42	3526310	2.44	5028000	2.44	5997731	2.64
10											
11	Prime Cost	3034000	1.41	878933	1.42	2011067	1.39	2890000	1.40	3303047	1.45
12	Processing	1178000	.55	366333	.59	738667	.51	1105000	.54	1144472	.50
13	Cost of Sales	4212000	1.96	1245266	2.01	2749734	1.90	3995000	1.94	4444519	1.95
14											
15	Gross Profit	1115000	.52	256424	.41	776576	.54	1033000	.50	1553212	.69
16											
17											
18	Selling	775000	.36	222040	.36	630960	.44	853000	.41	1690457	.74
19	General & Admin.	149000	.07	48209	.07	92791	.06	141000	.07	128576	.06
20	Total	924000	.43	270249	.43	723751	.50	994000	.48	1819033	.80
21											
22	Operating Profit	191000	.09	<13825>	<.02>	52825	.04	39000	.02	<263821>	<.11>
23											
24	Miscellaneous Income	10000	.01	<1025>	-	11025	-	10000	-	19376	.01
25											
26	Reserve for Income Tax	<105000>	<.05>	8000	.01	<33000>	<.02>	<25000>	<.01>	125000	.05
27											
28	Net Profit after Tax	96000	.05	<6850>	<.01>	30850	.02	24000	.01	<119445>	<.05>
29											
30											
31											
32											
33											
34											
35											
36											
37											
38											
39											
40											
41	Prepared 5/20/59					1695					1645

CARNATION COMPANY - FROZEN FOODS DIVISION
ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE #23

	Previous Budget 1959	Revised Budget 1959	Actual 1958
SELLING			
Wages and Fringes	19000	19000	18764
Office Supplies	10000	7000	9333
General Supplies	500	500	11
Telephone-Telegraph	2000	2000	1753
Brokerage (4%)	95000	88000	111047
Samples & Donations	13000	13000	9498
Travel & Local	4000	4000	4287
Advertising	140000	163000	431003
Coop. Advertising	103000	105000	88529
Deals	189000	253000	669061
Taxes, Other	12000	12000	12239
Licenses	500		
Insurance	5000	5000	4705
Rent - Public Whse.	100000	100000	137385
Demonstrations			
Distressed Mdse.	28000	28000	41975
Miscellaneous	10000	12000	11729
Brokerage - Carnation	122000	132000	139643
Rent Equipment		2000	
Total	853000	945500	1690457
GENERAL & ADMIN.			
Wages & Fringes	80000	77000	77533
Pension Plan	6000	7000	5940
Office Supplies	1000	2000	1130
Telephone	1000	1000	483
Research	28000	28000	28396
Legal and Audit	1000	1000	5915
Publicity	5000	6000	5565
Travel & Local	3000	4000	2319
Label Design	14000	16000	144
Miscellaneous	2000	2000	1151
Total	141000	144000	128596

Prepared 7/27/59

1696

[fol. 1696]

1771

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE #23B

PROCESSING	Previous Budget 1959	Revised Budget 1959	Actual 1958
Wages and Fringes	645000	677500	659164
Washing Material	2500	2000	2790
Tires & Tubes	1000	1000	582
Gas and Oil	3000	7500	2558
Office Supplies	2000	2000	1611
Ice Purchases	10000	3000	6947
General Supplies	15000	15000	12975
Fuel	8000	8000	6060
Light & Power	25000	25000	21869
Water	2500	2000	2044
Telephone	3000	2500	3549
Laundry	4000	3500	3705
Rep. Mat'l - Bldg	3000	3000	2567
Rep. Mat'l - Equip.	45000	40000	29036
Freight	3000	2000	1845
Travel & Local	3500	3000	3138
Depreciation	125000	125000	120652
Taxes, Other	75000	70000	63385
Licenses	1500	1000	1536
Insurance	8000	7000	9359
Rent - Bldg.	3000	1000	1435
Rent - Pub. Whse.	85000	85000	86649
Rent - Equipment	22000	24000	21434
Miscellaneous	10000	7000	10020
Trf to Deal Expense			<1493>
Trf to Sales Expense			<419>
Inventory Transfers			6828
Total	1105000	1107000	1141472

Prepared 7/27/59

1687

[fol. 1697]

1772

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 19.5?

SCHEDULE # 23C

	ESTIMATED CASE SALES	PRIME COST FORMULA	PRIME COST AMOUNT	PROCESSING COST STANDARD	PROCESSING COST AMOUNT
9" Fruit -Regular	318 318	1.7187	547093	227	72 3xx
9" Fruit-Institt.	3154	2.3744	7347	2684	847
8" Fruit	472 192	1.732	817821	227	107464
10½ oz. Fruit	3514	1.1897	4257	2527	903
Case. Fruit	66 193	1.3265	87805	398	26 378
Cream Pies - Reg.	329 370	1.0200	335 949	4287	141 201
Cream Pies - Inst.	1228	1.5586	1914	4287	526
Cookies	1394	1.6176	2255	9141	1274
Meat & Poultry	12671	1.7449	22110	2997	3797
Total	1208894	1.3165	1591554	2930	354712
Adjustment			50000		20000
1st 6 Months	891106		1237000		297000
Total	2100000		2874000		672000

Prepared 7/27/57

1698

[fol. 1698]

1773

[fol. 1699-1699a]

CARNATION COMPANY - FROZEN FOODS DIVISION

Budget for 1959

Budget #7

	Previous Budget		8 Months Actual		4 Months Estimate		Revised Budget		1958 Actual	
	Amount	Per Case	Amount	Per Case	Amount	Per Case	Amount	Per Case	Amount	Per Case
CASE SALES: 9" Fruit	530 000		209 610		230 340		530 000		524 810	
8" Fruit	800 000		421 007		378 093		800 000		1001 471	
Creams	637 000		425 903		141 097		567 000		618 783	
Ease	80 000		16 453		63 547		80 000			
Other	53 000		38 719		13 781		52 500		129 216	
Total	2100 000		1202 592		826 908		2029 500		2274 280	
GROSS SALES	5500000	2.62	3152 878	2.62	2161 122	2.61	5314 000	2.62	6428 361	2.83
DISCOUNTS & SPOILS	22000	.01	12 332	.01	8678	.01	21000	.01	25 733	.01
FREIGHT	413 000	.20	223 211	.19	160 789	.19	384 000	.19	402 900	.18
TOTAL	435 000	.21	235 533	.20	169 467	.20	405 000	.20	428 633	.19
NET SALES	5065 000	2.41	2917 345	2.42	1991 655	2.41	4909 000	2.42	5999 731	2.64
PRIME COST	2874 000	1.37	1634 976	1.36	1109 024	1.34	2744 000	1.35	3303 047	1.45
PROCESSING COST	1107 000	.52	679 934	.56	421 066	.51	1101 000	.54	1141 472	.50
COST OF SALES	3981 000	1.89	2314 910	1.92	1530 090	1.85	3845 000	1.89	4444 519	1.95
GROSS PROFIT	1084 000	.52	602 435	.50	461 565	.56	1064 000	.52	1555 212	.69
SELLING	946 000	.45	480 828	.40	500 172	.61	981 000	.48	1690 457	.74
GENERAL & ADMIN.	144 000	.07	93 462	.08	49 538	.06	143 000	.07	128 576	.06
TOTAL	1090 000	.52	574 290	.48	549 710	.67	1124 000	.55	1819 033	.80
OPERATING PROFIT	(6000)	-	28 145	.02	(88 145)	(.11)	(60 000)	(.03)	(263 821)	(.11)
MISCELLANEOUS INCOME (NET)	10 000	-	8 015	.01	1 985	-	10 000	.01	19 376	.01
RESERVE FOR INCOME TAX	(2000)	-	(19 000)	(.02)	45 000	.06	26 000	.01	125 000	.05
NET PROFIT AFTER TAX	2000	-	17 160	.01	(41 160)	(.05)	(24 000)	(.01)	(119 445)	(.05)

PREPARED 10/5/59

1699

6992

[fol. 1700-1700a]

1954 Forecast
Revised 7/28/54

	9"	8"	Creams	# Sales	Freight
Los Angeles	159000	278000	176000	1340500	
San Francisco	264000	147000	117000	1317900	
Phoenix	35000	13400	10400	175564	
Hawaii	2500		2100	134460	
Alaska	6400	1700	700	24600	
Portland	1[illegible]00	38000	8800	1[illegible]7736	
Seattle		27800	13000	583488	
Spokane		9000	7300	24606	
Boise		5300	7000	223223	
Butte	9900	7700	7300	54500	
Salt Lake City	900	9700	3000		
Dallas	2000	22100	24000		
Houston	500	43800	17000		
San Antonio	600	6500	3900		
El Paso	1400	17000	10000		
Little Rock	700	3700	6500		
Memphis	2500	9500	11500		
Mobile		2400	8000		
New Orleans	4500	62600	48000		
Oklahoma City	1500	18500	7000		
Shreveport	4500	21000	10000		
Denver	4600	20700	7300		
Omaha		700	4000		
Fargo		600	800		
St Paul - Duluth	800	1000	17000		
Green Bay			7000		
Milwaukee			15000		
Chicago			75000		
St Louis	7500		61000		
Kansas City	1800	17600	17000		
Des Moines	100	1500	6000		
Sioux City	400	700	1000	153875	
				526064	
	1,591,615	1,174,308	1,179,400		
	per case 2.96	per case 2.175	per case 2.785		
	530000	800000	637000		17000

Dollar Sales Summary

9"	318318	@ 2.96	942500
8"	472597	@ 2.175	1028700
Cr	329370	@ 2.785	917300
10" Fruit	3154	404	12700
10" Nut	3574	234	8300
Ices	66193	306	202500
Shot Cr.	1228	376	4600
Cocktail	1394	376	5200
Novelt	12671	239	30200
			3156700

	Selling Price 9"	8"	Creams
Calif	2.94	2.16	2.56
Ariz	3.01	2.18	2.92
Pac Nw	3.11	2.21	2.92
El Paso	3.11	2.21	2.92
Texas	3.11	2.21	2.92
Midwest	3.11	2.21	2.92

CARNATION COMPANY - FROZEN FOODS DIVISION
ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE #23

	1959 Previous Budget	1959 Revised Budget	1958 Actual
SELLING			
Wages and Fringes	19000	19000	18764
Office Supplies	7000	7000	9333
General Supplies	500	500	11
Telephone-Telegraph	2000	2000	1753
Brokerage (4%)	88000	76000	111042
Samples & Donations	13000	10000	9428
Travel & Local	4000	4000	4387
Advertising	163000	183000	431003
Coop. Advertising	105000	101000	88529
Deals	253000	289000	669061
Taxes, Other	12000	12000	12337
Licenses			
Insurance	5000	5000	4705
Rent - Public Whse.	100000	100000	137385
Demonstrations			
Distressed Mdse.	28000	22500	41975
Miscellaneous	12000	12000	71239
Brokerage-Carnation	132000	136000	139643
Rent of Equipment	2000	2000	
Total	945500	981000	1690457
GENERAL & ADMIN.			
Wages & Fringes	77000	77000	77533
Pension Plan	7000	7000	5940
Office Supplies	2000	2000	1130
Telephone	1000	1000	483
Research	28000	26000	28396
Legal and Audit	1000	1000	5915
Publicity	6000	7000	5565
Travel & Local	4000	3000	2319
Label Design	16000	18000	144
Miscellaneous	2000	1000	1151
Total	144000	143000	128576

Prepared 10/5/59

1901

[fol. 1701]

1776

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET

SCHEDULE # 23C

	ESTIMATED CASE SALES	PRIME COST FORMULA	PRIME COST AMOUNT	PROCESSING COST (Labor) STANDARD	PROCESSING COST (Labor) AMOUNT	
9" Fruit -Regular	230890	1.6572	381802	.2155	49649	✓
10" Fruit-Institt.	1395	2.1770	3037	.7170	1000	✓
8" Fruit	378093	1.1652	440554	.2136	80761	✓
10½ oz. Fruit	2730	1.0830	2957	.2850	778	✓
Base	63547	1.1863	75386	.5787	36775	✓
Cream Pies - Reg.	141097	.9905	139757	.3965	55945	✓
Cream Pies - Inst.	606	1.4228	862	1.0219	619	✓
Cookies	1139	1.6036	1827	.9191	1047	✓
Meat & Poultry	7911	1.6034	12684	.3172	2509	✓
Total	826908		1058866		229083	
Adjustment			50000		20000	
1st 8 Months	1202592		1634976		380763	
Total	2029500		2744000		630000	

Prepared 10/5/59

[fol. 1702]

1777

1702

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE #23B

PROCESSING	Previous Budget 1959	Revised Budget 1959	Actual 1959
Wages and Fringes	672 500	630000	659154
Washing Material	2 000	4000	2790
Tires & Tubes	1 000	500	583
Gas and Oil	2 500	2500	2558
Office Supplies	2 000	1500	1611
Ice Purchases	3 000	3000	6947
General Supplies	15 000	12 000	12975
Fuel	8 000	8000	6060
Light & Power	25000	24000	21869
Water	2 000	1500	2044
Telephone	2 500	2500	3549
Laundry	3 500	3500	3705
Rep. Mat'l - Bldg.	3 000	2500	2567
Rep. Mat'l - Equip.	40 000	35000	29036
Freight	2 000	2000	1845
Travel & Local	3 000	2500	3138
Depreciation	125 000	125000	120653
Taxes, Other	70 000	75000	63585
Licenses	1 000	1000	1536
Insurance	7 000	6000	9359
Rent - Bldg.	1 000		1435
Rent - Pub. Whse.	85 000	85000	86649
Rent - Equipment	24 000	24000	21434
Miscellaneous	7 000	5000	10020
Trf to Deal Expense			(1493)
Trf to Sales Expense			(419)
Inventory Transfers		45000	68382
Total	1107 000	1101 000	1141472

Prepared 10/5/59

[for 1703]

1778

[fol. 1704-1704a]

CARNATION COMPANY - FROZEN FOODS DIVISION

Budget for 1959

#7 Ease

	Previous Budget		8 Months Actual		4 Months Estimate		Revised Budget		195 Actual	
	Amount	Per Case	Amount	Per Case	Amount	Per Case	Amount	Per Case	Amount	Per Case
CASE SALES: 9oz Fruit										
8oz Fruit										
Creams										
Ease			16463		63537		80000			
Other										
Total										
GROSS SALES			49477	3.01	192523	3.03	242000	3.02		
DISCOUNTS & SPOILS			123	.01	877	.01	1000	.01		
FREIGHT			4074	.25	6926	.1	11000	.14		
TOTAL			4197	.26	7203	.12	12000	.15		
NET SALES			45280	2.75	184720	2.91	230000	2.87		
PRIME COST			21613	1.31	75387	1.19	97000	1.21		
PROCESSING COST			13656	.83	47344	.74	61000	.76		
COST OF SALES			35269	2.14	122731	1.93	158000	1.97		
GROSS PROFIT			10011	.61	61989	.98	72000	.90		
SELLING			69923	4.25	105077	1.66	175000	2.19		
GENERAL & ADMIN.			1425	.09	4575	.07	6000	.07		
TOTAL			71348	4.34	109652	.73	181000	2.26		
OPERATING PROFIT			<61337>	<3.73>	<47663>	<.75>	<109000>	<1.36>		
MISCELLANEOUS INCOME (NET)										
RESERVE FOR INCOME TAX			32000	1.94	25000	.39	57000	.71		
NET PROFIT AFTER TAX			<29337>	<1.79>	<22663>	<.36>	<52000>	<.65>		
PREPARED 10/5/59					1704	1704				

CARNATION COMPANY - FROZEN FOODS DIVISION
ESTIMATED EXPENSE - BUDGET 1959

EASE

SCHEDULE #23

	8 Months Actual	4 Months Estimate	Revised Budget
SELLING			
Wages and Fringes	16453	63547	80000
Office Supplies			
General Supplies			
Telephone-Telegraph			
Brokerage (4%)	1979	7721	9700
Samples & Donations	962	738	1700
Travel & Local	888	712	1600
Advertising	43502	71898	115400
Coop. Advertising	645	2555	3200
Deals	20031	14869	34900
Taxes, Other			
Licenses			
Insurance			
Rent - Public Whse.	1021	3479	4500
Demonstrations	136	164	300
Distressed Mdse.			
Miscellaneous (Freight)	21	79	100
Allocated Expenses on Per Case Basis	738	2762	3500
Total	69923	105077	175000
GENERAL & ADMIN.			
Wages & Fringes			
Pension Plan			
Office Supplies			
Telephone			
Research			
Legal and Audit			
Publicity			
Travel & Local			
Label Design			
Miscellaneous			
Total			

Prepared 10/5/59

1705

[fol. 1705]

1780

[fol. 1706-1706a]

CARNATION COMPANY - FROZEN FOODS DIVISION
Budget for 1959

		Previous Budget		Months Actual		Mon	Estimate	Revised Budget		195 Actual	
		Amount	Per Case	Amount	Per Case	Amount	Per Case	Amount	Per Case	Amount	Per Case
1	CASE SALES: 9# Fruit	530 000						530 000			
2	8# Fruit	700 000						700 000			
3	Creams	567 000						540 000			
4	Ease	80 000						33 000			
5	Other	52 500						52 500			
6	Total	2 089 500						1855 500			
7											
8	GROSS SALES	5 314 000	2 62					4860 000	2 62		
9											
10	DISCOUNTS & SPOILS	21 000	.01					19 000	.01		
11	FREIGHT	384 000	.19					353 000	.19		
12	TOTAL	405 000	.20					372 000	.20		
13											
14	NET SALES	4 909 000	2 42					4488 000	2.42		
15											
16	PRIME COST	2 744 000	1.35					2515 000	1.36		
17	PROCESSING COST	1 101 000	.54					1042 000	.56		
18	COST OF SALES	3 845 000	1.89					3557 000	1.92		
19											
20	GROSS PROFIT	1 064 000	.52					931 000	.50		
21											
22	SELLING	981 000	.48					925 000	.50		
23	GENERAL & ADMIN.	148 000	.07					136 000	.07		
24	TOTAL	1 124 000	.55					1061 000	.57		
25											
26	OPERATING PROFIT	(60 000	.03)					(130 000	) (.07)		
27											
28	MISCELLANEOUS INCOME (NET)	10 000	.01					10 000	.01		
29											
30	RESERVE FOR INCOME TAX	26 000	.01					62 000	.03		
31											
32	NET PROFIT AFTER TAX	(24 000	.01)					(58 000	) (.03)		
33											
34											
35											
36											
37											
38											
39											
40											
41	PREPARED 11-5-59					1706					

[fol. 1707-1707a]

CARNATION COMPANY - FROZEN FOODS DIVISION

Budget for 1959

		Previous Budget		10 Months Actual		2 Mon Estimate		Revised Budget		195 Actual	
		Amount	Per Case	Amount	Per Case	Amount	Per Case	Amount	Per Case	Amount	Per Case
1	CASE SALES: 9# Fruit	530000		411001		118999		530000			
2	8# Fruit	700000		539495		160505		700000			
3	Creams	540000		493018		46982		540000			
4	Ease	33000		20074		12926		33000			
5	Other	52500		45658		6842		52500			
6	Total	1855500		1509246		346254		1855500			
7											
8	GROSS SALES	4860000	2.62	3951788	2.62	896212	2.58	4848000	2.62		
9											
10	DISCOUNTS & SPOILS	19000	.01	13941	.01	4059	.01	18000	.01		
11	FREIGHT	353000	.19	281478	.19	65522	.19	347000	.19		
12	TOTAL	372000	.20	295419	.20	69581	.20	365000	.20		
13											
14	NET SALES	4488000	2.42	3656369	2.42	826631	2.38	4483000	2.42		
15											
16	PRIME COST	2515000	1.36	2054028	1.36	456972	1.32	2511000	1.35		
17	PROCESSING COST	1042000	.56	823799	.55	190201	.55	1014000	.55		
18	COST OF SALES	3557000	1.92	2877827	1.91	647173	1.87	3525000	1.90		
19											
20	GROSS PROFIT	931000	.50	778542	.51	179458	.51	958000	.52		
21											
22	SELLING	925000	.50	643647	.43	291353	.84	935000	.50		
23	GENERAL & ADMIN.	136000	.07	111084	.07	17916	.05	129000	.07		
24	TOTAL	1061000	.57	754731	.50	309269	.89	1064000	.57		
25											
26	OPERATING PROFIT	(130000)	(.07)	23811	.01	(129811)	(.38)	(106000)	(.05)		
27											
28	MISCELLANEOUS INCOME (NET)	10000	.01	10027	.01	(27)	-	10000	.01		
29											
30	RESERVE FOR INCOME TAX	62000	.03	(18000)	(.01)	68000	.20	50000	.02		
31											
32	NET PROFIT AFTER TAX	(58000)	(.03)	15838	.01	(61838)	(.18)	(46000)	(.02)		
33											
34											
35											
36											
37											
38											
39											
40											
41	PREPARED 11/19/59					1767					

1707

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE #23

	1959 Previous Budget	1959 Revised Budget	1958 Actual
SELLING			
Wages and Fringes	19000	19700	18764
Office Supplies	7000	6000	9333
General Supplies	500	500	11
Telephone-Telegraph	2000	1600	1753
Brokerage (4%)	70000	70000	111042
Samples & Donations	10000	9500	9498
Travel & Local	4000	4500	4287
Advertising	153000	153000	431003
Coop. Advertising	74000	74000	88529
Deals	309000	330000	669061
Taxes, Other	12000	12000	12239
Licenses			
Insurance	5000	5000	4705
Rent - Public Whse.	100000	97000	137385
Demonstrations		3000	
Distressed Mdse.	22500	15000	41975
Miscellaneous	12000	8500	11229
Brokerage-Carnation	124000	124000	139643
Rent Equipment	2000	2000	
Total	925000	935000	1690457
GENERAL & ADMIN.			
Wages & Fringes	74000	73000	77533
Pension Plan	7000	7000	5940
Office Supplies	2000	1300	1130
Telephone	1000		483
Research	23000	21000	28396
Legal and Audit	1000		5915
Publicity	7000	7000	5565
Travel & Local	3000	2000	2319
Label Design	17000	17000	144
Miscellaneous	1000	1000	1151
Total	136000	129000	128576

Prepared

1958

[fol. 1708]

1783

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE #23B

PROCESSING	Previous Budget 1959	Revised Budget 1959	Actual 1958
Wages and Fringes	571000	558000	659154
Washing Material	4000	3200	2790
Tires & Tubes	500	400	583
Gas and Oil	2500	2000	2558
Office Supplies	1500	1500	1611
Ice Purchases	3000	1600	6947
General Supplies	12000	12000	12975
Fuel	8000	7500	6060
Light & Power	24000	23000	21869
Water	1500	1600	2044
Telephone	2500	2000	3549
Laundry	3500	3000	3705
Rep. Mat'l - Bldg	2500	1500	2567
Rep. Mat'l - Equip.	35000	35500	29036
Freight	2000	1500	1845
Travel & Local	2500	2000	3138
Depreciation	125000	125000	120653
Taxes, Other	75000	75000	63585
Libanses	1000	800	1536
Insurance	6000	6000	9359
Rent - Bldg.			1435
Rent - Pub. Whse.	85000	81000	86649
Rent - Equipment	24000	20000	21434
Miscellaneous	5000	4600	10080
Trf to Deal Expense		< 300 >	< 1493 >
Trf to Sales Expense			< 419 >
Inventory Transfers	45000	45000	68282
Total	1042000	1014000	1141472

Prepared 11/19/59

[fol. 1709]

1784

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1959

SCHEDULE # 23C

	ESTIMATED CASE SALES	PRIME COST FORMULA	PRIME COST AMOUNT	PROCESSING COST STANDARD	PROCESSING COST AMOUNT
9" Fruit -Regular	118999	16572	197205	.2155	25644
9" Fruit-Instit.	675	21770	1469	.7170	484
8" Fruit	160505	11652	187020	.2136	34284
10½ oz. Fruit	1672	10830	1811	.2850	477
Tarts. Fruit	12996	11863	15334	.5782	7480
Cream Pies - Reg.	46982	.9905	46536	.3965	18628
Cream Pies - Inst.	579	14228	824	10219	592
Cookies, Cakes	369	16036	592	.9191	339
Meat & Poultry	3547	16034	5687	.3172	1125
Total	346254		456478		89053
1st 10 mos			2054028		469288
			2510506		558341

Prepared 11/19/59

[fol. 1710]

1785

[fol. 1711-1711a]

Carnation Company - Frozen Foods Division
Budget for 1958

All Cost

	Previous Budget Amount	%	First Two Months Actual Amount	%	Last 10 Months Est. Amount	%	Revised Budget Amount	%	1957 Actual Amount	%
Case Sales	2443875		358728		1086844		2445572		2260472	
Gross Sales	7005397	101.55	999301	108.64	9553699	106.48	6953000	106.79	6178623	107.59
Discounts & Spoils	34000	.5	5441	.59	28559	.31	34000	.5	19266	.38
Freight	396722	6.02	74043	8.05	333957	5.97	408000	6.27	391759	6.81
Total	430722	6.55	79484	8.64	362516	6.48	442000	6.79	436025	7.59
Net Sales	6574675	100.00	919817	100.00	5591183	100.00	6511000	100.00	5742598	100.00
Prime Cost	3394732	51.63	540357	58.75	2986643	53.42	3567000	54.17	3157801	54.99
Processing	1419600	21.59	203396	22.11	1218104	21.790	1416500	21.76	1212671	21.12
Cost of Sales	4814332	73.22	743758	80.86	4199747	75.12	4983500	75.93	4370472	76.11
Gross Profit	1760343	26.78	176064	19.14	1391436	24.88	1527500	24.07	1372126	23.89
Delivery									165446	2.88
Selling	1335000	20.31	235496	25.61	1130024	20.21	1367600	21.00	1316581	23.45
Gen. & Admin	154900	2.35	24888	2.71	136012	2.43	160900	2.47	174303	3.04
Total	1489900	22.66	260464	28.32	1266036	22.68	1528500	23.47	1656330	29.37
Operating Profit	270443	4.12	(84400)	(9.18)	125400	2.20	39000	.60	(314204)	(5.48)
Misc. Income			387	.04	613	.01	1000	.02	(9288)	(.17)
Prov. for Inc. Tax	(138000)	(2.10)	43000	4.67	(64000)	(1.14)	(21000)	(.32)	165000	2.87
Net Profit after Tax	132443	2.02	(41013)	(4.47)	60013	1.07	19000	.30	(158492)	(2.78)

Prepared 3/21/58

1711

1711a

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1958

SCHEDULE #23

	Previous Budget 1958	Revised Budget 1958	Actual 1957
SELLING			
Wages and Fringes	20000	20000	5 1926
Office Supplies	9000	10000	8459
General Supplies	500	500	1037
Telephone-Telegraph	1000	1000	3365
Brokerage (4%)	280200	278000	208371
Samples & Donations	14000	14000	20279
Travel & Local	2000	2500	1298
Advertising	600000	600000	593494
Coop. Advertising			
Deals	260000	280000	254181
Taxes, Other	3000	7000	6932
Licenses	300	300	227
Insurance	2000	3000	3034
Rent - Public Whse.	130000	130000	137505
Demonstrations			22782
Distressed Mdse.	10000	14000	10130
Miscellaneous	3000	4000	7560
Bad Debts		3000	
Total	1335200	1367600	1346581
GENERAL & ADMIN.			
Wages & Fringes	85000	85000	84470
Pension Plan	6000	6000	4221
Office Supplies	8000	8000	4224
Telephone	1500	1500	2606
Research	25000	30000	31677
Legal and Audit		4000	829
Publicity	6000	6000	3892
Travel & Local	2500	2500	3555
Label Design	15000	15000	34701
Miscellaneous	6000	6000	4128
Total	154700	160900	174303

Prepared 3/27/58

[fol. 1712]

1787

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1957

SCHEDULE #23B

PROCESSING	Previous Budget 1956	Revised Budget 1956	Actual 1957
Wages and Fringes	910500	[illegible]	871613
Washing Material	2500	2500	820
Tires & Tubes	1500	1500	1615
Gas and Oil	5000	5000	3740
Office Supplies	1500	1500	1681
Ice Purchases	1000	1000	1463
General Supplies	23000	23000	20736
Fuel	8000	8000	7967
Light & Power	27000	25000	24158
Water	3000	3000	2580
Telephone	5000	5000	4812
Laundry	9000	8000	7124
Rep. Mat'l - Bldg	5000	4000	1701
Rep. Mat'l - Equip.	50000	50000	43955
Freight	25000	20000	11[illegible]9
Travel & Local	2000	3000	[illegible]57
Depreciation	127000	127000	120418
Taxes, Other	60000	60000	61033
Licenses	1000	1000	928
Insurance	8000	8000	9071
Rent - Bldg.	3600	3000	2941
Rent - Pub. Whse.	115000	115000	111499
Rent - Equipment	8000	16000	17666
Miscellaneous	18000	18000	13773
Inventory Transfers			(12405)
Transfers to Deal A/C			(1000)
Transfer to Sales Expense			(230)
Total	1449600	1411500	1212670

Prepared 3/27/58

[illegible]

[fol. 1713]

1788

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1958

SCHEDULE # 23C

	ESTIMATED CASE SALES	PRIME FORMULA	PRIME COST AMOUNT	PROCESSING COST STANDARD	PROCESSING COST AMOUNT	
9" Fruit -Regular	628 000	1.8831	1182587	.3487	219 2149	
9" Fruit-Institt.						
8" Fruit	1169 732	1.3389	15 6561	.3107	362 8101	
10½ oz. Fruit	5000	1.2800	6400	.3509	1753	
6½ oz. Fruit	2000	.8400	1680	.3373	675	
Cream Pies	522 000	1.1432	596750	.3314	277391	
Cakes	2000	1.3750	2750	1.5127	3025	
Cookies	2000	2.2000	4400	1.1200	140	
Meat & Poultry	115 000	1.4451	166 2115	.3397	39066	
Total	2445 732		356 5551		902167	

Prepared 3/27/58

1944

[fol. 1714]

1789

No. 3005

Carnation Company — Frozen Foods Division

Schedule of Estimated Forecasts 1958

	Finished Goods	Raw Mat'l	Packaging Supplies	Total
January	700000	1500000	90000	x790000
February	775000	1350000	90000	x1215000
March	775000	1700000	90000	x2565000
April	750000	1050000	90000	1890000
May	750000	975000	90000	1815000
June	750000	900000	90000	1740000
July	750000	1100000	90000	1940000
August	775000	1200000	90000	x2065000
Sept	775000	1775000	90000	x2640000
Oct.	800000	1750000	90000	x2140000
Nov.	750000	1475000	90000	x2315000
Dec.	750000	1300000	90000	x2140000

1715

[fol. 1715]

1790

Corporation Company - Frozen Foods Division
Schedule of Monthly Inventories 1957

	Finished Goods	Raw Mat'l	Packaging Supplies	Fruits (Outside Stge)	Total
January	785000	138000	155000	738000	1817000
February	741000	124000	126000	826000	1794000
March	846000	109000	105000	864000	1918000
April	798000	115000	117000	821000	1846000
May	823000	122000	137000	730000	1812000
June	810000	80000	129000	678000	1697000
July	856000	129000	103000	1020000	2108000
August	878000	113000	118000	1258000	2367000
Sept	889000	87000	103000	1232000	2311000
Oct.	975000	84000	93000	1183000	2335000
Nov.	850000	69000	100000	1290000	2409000
Dec.	917000	55000	86000	1078000	2436000

1716

[fol. 1716]

1791

Carnation Company – Frozen Foods Division
Budget for 1958

Schedule #22

	Revised Budget Amount	%	Revised Budget Amount	%	1957 Actual Amount	%
Case Sales			2443825			
Gross Sales	7410300	106.7%	7005397	106.5%	6178623.2%	107.59
Discounts-Spoils	34000	.49	34000	.5%	44265.74	.78
Freight	432300	6.3	396700	6.03	391759.16	6.81
Total	466300	6.7%	430700	6.5%	436024.90	7.59
Net Sales	6944000	100.00	6574675	100.00	5742598.37	100.00
Prime Cost	3657850	52.66	3394737	51.63	3157801.41	54.99
Processing	1432800	20.63	1419600	21.59	1212706.66	21.1%
Cost of Sales	5089650	73.29	4814337	73.2%	4370447.07	76.11
Gross Profit	1854350	26.71	1760343	26.78	1372126.25	23.89
Delivery Selling	1336784	19.24	1335000	20.31	1346180.67	23.45
Gen + Admin.	158900	2.29	154900	2.35	174303.37	3.04
Total	1495484	21.53	1489900	22.66	1521330.44	29.37
Operating Profit	358866	5.18	270443	4.1%	(314204.29)	(5.48)
Misc Income	—				(9287.67)	(.17)
Res. for Fed. Tax	(187000)	(2.69)	(138000)	(2.10)	—	
Net Profit after Tax	171866	2.49	132443	2.02	(323491.96)	(5.65)

1792

[fol. 1717]

1792

CARNATION COMPANY - FROZEN FOODS DIVISION
ESTIMATED EXPENSE - BUDGET 19[illegible]

SCHEDULE #23

	19[illegible] Previous Budget	19[illegible] Revised Budget	1957 Actual
SELLING			
Wages and Fringes	30000	20000	5[illegible]26
Office Supplies	9000	9000	8454
General Supplies	500	500	1037
Telephone-Telegraph	1000	1000	3365
Brokerage (4%)	296500	280000	208371
Samples & Donations	20000	14000	20279
Travel & Local	7000	7000	7298
Advertising / Coop. Advertising	617664	600000	573494
Deals	208620	260000	254181
Taxes, Other	3000	3000	6033
Licenses	300	300	237
Insurance	2000	2000	3034
Rent - Public Whse.	140000	130000	137505
Demonstrations			32782
Distressed Mdse.	8000	10000	10130
Miscellaneous	3000	3000	7560
Total	1336524	1325000	1346581
GENERAL & ADMIN.			
Wages & Fringes	89000	85000	84470
Pension Plan	6000	6000	4771
Office Supplies	8000	8000	4124
Telephone	1500	1500	2646
Research	35000	35000	31677
Legal and Audit			529
Publicity	6000	6000	3892
Travel & Local	2400	2400	3553
Label Design	15000	15000	3[illegible]781
Miscellaneous	6000	6000	4128
Total	168900	154900	174303

Prepared 1/13/58

1718

[fol. 1718]

1793

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1958

SCHEDULE #23B

PROCESSING	1957 Previous Budget	1957 Revised Budget	1957 Actual
Wages and Fringes	906800	910520	871615
Washing Material	7500	7500	860
Tires & Tubes	1500	1500	615
Gas and Oil	5000	5200	3740
Office Supplies	1500	1500	1621
Ice Purchases	1000	1000	1463
General Supplies	23000	23000	20236
Fuel	8000	8000	5967
Light & Power	27000	27000	24558
Water	3000	3000	2580
Telephone	5000	5000	4812
Laundry	9000	9000	7124
Rep. Mat'l - Bldg	5000	5200	1701
Rep. Mat'l - Equip.	55000	50200	55055
Freight	25000	25000	15669
Travel & Local	2000	2000	2659
Depreciation	127000	127000	120418
Taxes, Other	70000	60000	61233
Licenses	1000	1000	928
Insurance	8000	8000	9371
Rent - Bldg.	3600	3600	994
Rent - Pub. Whse.	117000	115000	111499
Rent - Equipment	8000	8000	17666
Miscellaneous	18000	18000	13778
Inventory Transfers			<12406>
Transfer to Deal A/C			<1000>
Transfer to Sales Expense			<238>
Total	1432800	1419600	1212670
Prepared			

[fol. 1719]

1794

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1057

SCHEDULE # 23C

	ESTIMATED CASE SALES	PRIME COST FORMULA	PRIME COST AMOUNT	PROCESSING COST STANDARD	PROCESSING COST AMOUNT
9" Fruit -Regular	624034	1.8407	1248704	.318	244854
9" Fruit-Institt.					
8" Fruit	1219592	1.2737	1492390	.309	376848
10½ oz. Fruit	10517	1.2084	14709	.257	2724
6½ oz. Fruit					
Cream Pies	480452	1.1350	545767	.482	231771
Cakes	16853	6.4103	7958	1.24	6997
Cookies	3719	2.0624	7670	1.04	3868
Meat & Poultry	203538	1.5376	312952	.345	70219
Total	2,577,875		3620150		906721
Adj			-36700		
			3583650		

Prepared

1720

[fol. 1720]

1795

CARNATION COMPANY - FROZEN FOODS DIVISION

BUDGET FOR 1958 SCHEDULE #22

	Amount	%
CASE SALES	1443 8xx	
GROSS SALES	7001 397	106 xx
DISCOUNTS & SPOILS	34 000	xx
FREIGHT	396 777	6.03
TOTAL	430 777	6 xx
NET SALES	6574 620	100.00
PRIME COST	3394 73x	x1.63
PROCESSING COST	1419 600	21.59
COST OF SALES	4814 33x	73 xx
GROSS PROFIT	1760 343	26 78
DELIVERY		
SELLING	1335 000	2031
GEN. & ADMINISTRATIVE	154 900	x3x
TOTAL	1489 900	2266
OPERATING PROFIT	x70 443	4.1x
MISC. INCOME (NET)	—	
RES.FOR INC. TAX	<138 000>	<x10>
NET PROFIT AFTER TAX	132 443	x0x

Prepared 1/13/58

1721

[fol. 1721]

1796

ESTIMATED EXPENSE - BUDGET 1958

SCHEDULE #23B

PROCESSING	Amount
Wages and Fringes	910500
Washing Material	7500
Tires & Tubes	1500
Gas and Oil	5000
Office Supplies	1500
Ice Purchases	1000
General Supplies	23000
Fuel	8000
Light & Power	27000
Water	3000
Telephone	5000
Laundry	9000
Rep. Mat'l - Bldg	5000
Rep. Mat'l - Equip.	50000
Freight	15000
Travel & Local	7000
Depreciation	127000
Taxes, Other	60000
Licenses	1000
Insurance	8000
Rent - Bldg.	3600
Rent - Pub. Whse.	115000
Rent - Equipment	8000
Miscellaneous	18000
Total	1419600

Prepared 1/13/58

1722

[fol. 1722]

1797

ESTIMATED EXPENSE - BUDGET 19.8

SCHEDULE #23

	Amount
SELLING	
Wages and Fringes	70000
Office Supplies	9000
General Supplies	500
Telephone-Telegraph	1000
Brokerage (4%)	280700
Samples & Donations	14000
Travel & Local	7000
Advertising	600000
Coop. Advertising	
Deals	60000
Taxes, Other	3000
Licenses	200
Insurance	7000
Rent - Public Whse.	120000
Demonstrations	
Distressed Mdse.	10000
Miscellaneous	3000
Total	1335000
GENERAL & ADMIN.	
Wages & Fringes	85000
ension Plan	6000
Office Supplies	8000
Telephone	1500
Research	25000
Legal and Audit	
Publicity	6000
Travel & Local	2400
Label Design	15000
Miscellaneous	6000
Total	154900

Prepared 1/13/58

1723

[fol. 1723]

1798

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1958

SCHEDULE # 23C

	ESTIMATED CASE SALES	PRIME COST FORMULA	PRIME COST AMOUNT	PROCESSING COST STANDARD	PROCESSING COST AMOUNT
9" Fruit -Regular	654039	1.8407	1203890	.34682	226834
9" Fruit-Institt.					
8" Fruit	1169722	1.2237	1431205	.32567	380895
10½ oz. Fruit	5000	1.2084	6042	.2735	1368
6½ oz. Fruit					
Cream Pies	480852	1.1352	545767	.06552	243561
Cakes	5643	1.4108	7958	1.79399	7302
Cookies	3719	2.0624	7670	1.37874	5128
Meat & Poultry	175000	1.1376	199200	.36341	45426
Total	2443875		3394724		910514

Prepared 1/13/58

1724

[fol. 1724]

1799

Estimated Processing Cost Per Case 1958

prepared 9/9/57

	Estimated Case Cost	% of Sales	Blended Case Cost Estimate
9" Fruit	308	94.2%	318
9" Pumpkin	480	6.2%	
8" Fruit	380	82.2%	309
8" Pumpkin	44	18.2%	
10½ oz	259		259
Creams	452		452
Meat & Poultry	345		345
Cake	124		124
Cookies	104		104

1725

Carnational Company - Frozen Foods Division Page [fol. 1726-1726a]
Territorial Profit & Loss Forecast 1958

	Dallas	Houston	San Antonio	Oklahoma City	New Orleans	Shreveport	Mobile Pensacola	Memphis-Jackson	Little Rock	Kansas City	Wichita	Omaha	Des Moines
Case Sales	133466	57114	18225	28472	97043	20264	21290	45186	20578	50958	34542	23440	18468
Gross Sales	376200	159000	53400	81200	251300	62400	63300	134200	67000	155000	96600	75200	51000
Discounts & Spoils	1700	700	200	400	1900	300	500	600	300	700	400	300	200
Freight	43300	18800	6100	10200	37400	8600	7700	16200	8500	18400	12800	8900	6900
Total	45000	19500	6300	10600	39300	8900	8200	16900	8800	18800	13200	9200	7100
Net Sales	331200	139500	47100	70600	212000	53900	55300	117300	60500	134200	83400	66000	44200
Prime Cost	164710	71402	23206	35300	107570	25200	26883	54522	28317	60728	44133	28182	22670
Processing	75168	31630	10866	16533	54319	11630	12857	27490	14282	31968	19098	15859	10239
Cost of Sales	240478	103032	34072	51853	161889	37876	38640	82012	42599	92696	63231	44041	32909
Gross Profit	90722	36468	13528	18747	50111	14024	16660	35088	17901	41504	19869	20474	11291
Selling	26474	11329	3714	5648	19249	4019	4223	9022	4681	10108	6857	4149	3463
Gen & Admin	8163	3493	1145	1742	5936	1239	1302	2782	1443	3111	2113	1464	1130
Deals	10677	4569	1498	2278	7763	1621	1703	3639	1888	4077	2763	1915	1477
Total	45314	19391	6357	9668	32948	6879	7228	15443	8012	17296	11728	8128	6270
Oper Profit before Adv.	45408	17077	7171	9079	27763	7145	9432	19645	9889	24202	8141	12346	5021
Advertising	43602	17658	11497	15866	18085	4697	6309	11645	4656	18796	10044	11685	10169
Operating Profit	1806	(611)	(4326)	(9787)	9678	2453	3123	8000	5233	5406	(2902)	2644	(5148)
Gross Sales	11359	11398	11324	11501	11595	11537	11447	11441	11455	11400	11523	11291	11606
Discounts-Spoils-Freight	1359	1398	1324	1501	1595	1537	1447	1441	1455	1400	1523	1291	1606
Net Sales	10000	10000	10000	10000	10000	10000	10000	10000	10000	10000	10000	10000	10000
Cost of Sales	7261	7386	7158	7345	7497	7387	6987	7008	7041	6907	7618	6436	7444
Gross Profit	2739	2614	2842	2655	2503	2613	3013	2992	2958	3093	2382	3374	2556
Expense & Deals	1368	1390	1335	1369	1358	1436	1307	1317	1234	1289	1406	1220	1419
Oper Profit before Adv.	1371	1224	1507	1286	1145	1177	1706	1675	1724	1804	976	2154	1415
Advertising	1316	1268	2415	2671	745	1170	1123	973	748	1401	1334	1454	2301
Operating Profit	55	(941)	(908)	(1386)	400	(1993)	583	702	976	403	(3482)	700	(1180)

Operational Company – Frozen Foods Division — Page 3

Territorial Profit & Loss Forecast 1958

	Sioux City	St Paul	Government	Total
Case Sales	8208	36136	15775	60478875
Gross Sales	23900	103500	56400	7841030
Discounts & Spoils	100	500	200	34000
Freight	3000	13700	800	4387300
Total	3100	14200	1000	4466300
Net Sales	20800	89300	49400	69444000
Prime Cost	10151	45340	29330	36568850
Processing	4791	20659	8203	14328150
Cost of Sales	14942	65999	37533	50896550
Gross Profit	5858	23301	11867	18547350
Selling	1628	7326	3129	5153000
General & Administrative	502	2259	1565	1587100
Deals	657	5008	—	2486450
Total	2787	14593	4094	8226550
Oper. Profit before Adv.	3071	8708	7773	9715500
Advertising	2299	16571	1500	6126664
Operating Profit	772	(8163)	6273	3588836
Gross Sales	11490	11590	10202	10672
Discounts - Spoils - Freight	1490	1590	202	672
Net Sales	10000	10000	10000	10000
Cost of Sales	7184	7391	7598	7329
Gross Profit	2816	2609	2402	2671
Expense & Deals	1340	1634	829	1171
Oper. Profit before Adv.	1476	975	1573	1490
Advertising	1105	1889	304	884
Operating Profit	371	(914)	1269	606

[fol. 17277]

1802

Consolidated Company - Frozen Foods Division
Territorial P & L Forecast - Western States - 1948

Case Sales	1879369	
Gross Sales	5626000	104.44
Discounts & Spoils	26000	.49
Freight	213000	3.95
Total	239000	4.44
Net Sales	5387000	100.00
Prime Cost	2826385	52.48
Processing Cost	1171167	21.74
Cost of Sales	4057552	75.32
Gross Profit	1329448	24.68
Selling	392615	7.29
Gen. & Admin.	121270	2.25
Deals	156057	2.90
Total	670777	12.46
Operating Profit before Adv.	658671	12.22
Advertising	404873	7.52
Operating Profit	253803	4.70

Includes Calif. - Wash - Oregon - Alaska - Montana - Utah - Arizona - New Mexico Colorado - EL Paso - Government

1728

[fol. 1728]

1803

Consolidated Company - Frozen Foods Division

10/29/57

	Total 1958 Sales per Budget	Total 1958 Western States Sales per Budget
Estimated Case Sales	2,597,875	1,179,369
Processing Labor - Amount	906,800	430,067
Per Case	.349	.364
Processing Other - Amount	526,000	245,100
Per Case	.202	.208
Advertising - Amount	616,644	422,523
Per Case	.236	.358
Deals - Amount	208,620	157,057
Per Case	.080	.133
Freight - Amount	432,300	213,000
Per Case	.166	.180

Capital Investment - Torrance	Value	Depr. per Month	Depr. per Year
Land	35,000	-	-
Buildings	704,000	1,467.63	17,611.36
* Machinery & Equipment	1,140,000	8,268.98	99,227.76

* Includes an estimated $450,000 in goodwill or $45,000 per year expense or 1 3/4¢ per case based on estimated 1958 case sales

1729

[fol. 1729]

1804

Carnation Company - Frozen Foods Division
Schedule of Forecasted Processing Cost at Torrance
for 1958 production runs for United States Only

	Cases	Processing Labor Standard	Processing Labor Amount
9" Fruit	637,773	.34063	2170400
8" Fruit	893,988	.33152	2963400
10½ oz Fruit	10,517	.27948	29400
Creams	240,941	.51139	1232100
Meat & Poultry	189,788	.36893	699600
Cake	5,643	1.29528	73100
Cookies	3719	1.09131	40600
Total	1,979,369		7102667

Associated Company – Frozen Foods Division

Schedule of Forecasted Processing Cost at Torrance for 1958

If production were for Western States Only.

	Amount
Processing	
Wages & Fringes	7x0067
Washing Material	2500
Tires & Tubes	1500
Gas & Oil	3500
Office Supplies	1500
Tee Purchases	1000
General Supplies	20000
Fuel	6000
Light & Power	24000
Water	3000
Telephone	5000
Laundry	8000
Repair Mat'l Bldg	4000
Repair Mat'l - M & E	50000
Freight	20000
Travel & Local	2000
Depreciation	127000
Taxes, Other	60000
Licenses	800
Insurance	7500
Rent Bldg	3600
Real - Pub. Whse	77500
Rent Equip	8000
Miscellaneous	15000
	1171167

[fol. 1731]

1806

1731

[illegible] Company [illegible] Year Ended [illegible]
Estimated December 1957 P. & L.

	11 Months Actual Amount	%	Est. December Amount	%	Estimated 1957 Amount	%
Sales	2126334		170000		2296334	
Gross Sales	7806526	107.3	330000	10.40	8136526	
Discounts	193375	2.6			193375	2.4
Freight	364[illegible]21	6.75	15000	4.77	379[illegible]21	6.64
Spoils	24817	.42	3000	.63	24817	.43
Total	406690	7.83	17000	5.40	423690	7.41
Net Sales	5399836	100.00	313000	100.00	5712836	100.00
Prime	2920498	54.08	157000	50.00	3077498	53.85
Processing	1110940	20.57	65000	20.77	1175940	20.59
Cost of Sales	4030438	74.65	222000	70.77	4252438	74.44
Gross Profit	1369398	25.35	91000	29.23	1460398	25.56
Delivery	165446	3.06	—		165446	2.90
Selling	1227454	22.70	110000	35.16	1337454	23.41
Gen'l Admin.	146750	2.71	16000	5.08	162750	2.84
Total	1537576	28.47	126000	40.64	1663576	29.15
Operating Profit	(168178)	(3.12)	(35000)	(11240)	(203178)	(3.59)
Misc Income	107124	.20	—		107124	.19
Libby-McNeill-Libby	46093	.09	—		46093	.08
Prov. for Inc. Obligations	(2900000)	(.54)	—		(2900000)	(.51)
Net Profit after Tax	(817747)	(3.37)	(35000)	(11240)	(718747)	(3.83)

1232

[fol. 1732]

1807

Carnation Company - Frozen Foods Division

Estimated Expenses December 1957

	5300 Selling	December	Year-to-Date	Last Year-to-Date
01	Wages & Salaries	3000		
03	Social Security - Taxes	40		
04	Insurance, other	10		
05	Health & Welfare			
06	Pension Plan			
11	Tires & Tubes			
12	Gas & Oil			
13	Office Supplies - Service	350		
14	Ice Purchases			
16	Collection & Exchange			
17	Bridge Tolls			
19	General Supplies			
20	Rent-Public Whse. Pumpkin - Minne Contract	3000		
22	Water			
23	Telephone - Telegraph	845		
25	Laundry			
27	Repair Mat'l - M & E			
30	Freight			
32	Research			
34	Brokerage Fees	12000		
35	Dues & Subscriptions			
36	Samples & Donations	1500		
38	Travel & Local			
39	Bad Debts	(4000)		
40	Advertising	30000		
41	Cooperative Advert.	6000		
42	Sales Promotion			
43	Sales Promotion - Introd.			
44	Peals	40000		
45	Depreciation			
46	Taxes, other	2000		
47	Licenses			
48	Insurance, other	200		
49	Rent Bldg., Co. Depot	145		
50	Rent Bldg., Pub. Whse.	10000		
51	Rent Equipment			
55	Miscellaneous	500		
24	Demonstrations	1500		
29	Distressed Mdse.	2100		
	Total	144645		1733

[fol. 1733]

1808

Carnation Company — Frozen Foods Divisional

Budget Forecast — 1957

Revised 4/26/57 — Schedule #22

	Previous Budget	Actual 10 Months 10/31/57	Estimated 2 Months 11/1 - 12/31/57	Revised Budget 1957	%	Actual 1956
Case Sales	2274772	1909146	395426	2304572		2157705
Gross Sales	6760000	5704448	1011552	6820000	102.68	5843195
Discounts & Spoils	49500	37821	7179	45000	.77	92755
Freight	398000	337610	65390	403000	6.91	285975
Total	447500	375431	72569	448000	7.68	378730
Net Sales	6312500	5329017	1004983	5834000	100.00	5464465
Prime Cost	3191000	2641754	517500	3159254	54.15	3344477
Processing Cost	1264500	989738	217700	1207438	20.70	1048469
Cost of Sales	4455500	3631497	735200	4366697	74.85	4392946
Gross Profit	1857000	1697520	269783	1467303	25.15	1071519
Delivery	166000	165446	-	165446	2.84	142545
Selling	1336330	1074761	232961	1307722	22.41	1183514
Gen. & Admin.	157100	120081	34438	164519	2.82	191280
Total	1659430	1370288	267399	1637687	28.07	1796339
Operating Profit	(361130)	(177768)	2384	(170384)	(2.92)	(724826)
Prov. Adjust. - Dec						(43593)
Misc. Income	11575	11070		11070	.19	(21271)
Prov. for Inv. Obsol.		(25700)		(25700)	(.44)	
Libby-McNeil-Libby	4610	4610		4610	.08	15941
Profit before Tax	(345995)	(187588)	2384	(180704)	(3.09)	(773743)
Prov. for Fed. Tax	176457	95000	(1000)	94000	1.61	402000
Profit (loss) after Tax	(169538)	(87588)	1384	(86704)	(1.48)	(371743)

[fol. 1734]

4809

1734

Consolidated Company - Frozen Foods Division

1957 Budget Forecast Expense

Revised 11/26/57 — Sched. #3

	1957 Expense to 10/31/57	Estimated Expense 11/1 - 12/31/57	Total Expense 1957
Selling Expense			
Wages & Fringes	45616	3000	48616
Office Supplies	7590	1910	9500
General Supplies	663	337	1000
Telephone	2714	86	2800
Repair Mat'l -	420	30	450
Brokerage	164000	42800	206800
Samples	17375	2625	20000
Travel & Local	7053	947	8000
Bad Debts	9556	-	9556
Depreciation	1306	44	1350
Taxes, other	2666	4434	7100
Licenses	217	33	250
Insurance, other	1997	403	2400
Rent Bldg	14489	211	14700
Rent - Public Whse	103334	14666	118000
Miscellaneous	4168	832	5000
Demonstrations	29271	2229	31500
Distressed Mdse	6866	1634	8500
Deals	161490	58510	220000
Advertising	497570	93430	591000
	1074761	232961	1307722
General & Administrative			
Wages & Fringes	70508	13492	84000
Pension Plan	5000	1000	6000
Supplies - Licenses - Gas	3953	547	4500
Telephone	2241	559	2800
Research	20337	3663	24000
Legal & Audit	600	-	600
Publicity	2660	340	3000
Travel & Local	3087	413	3500
Depreciation	119	-	119
Labl Design	17903	14097	32000
Miscellaneous	658	3342	4000
	126081	38438	164519
Delivery Expense	165446	-	165446

1725

[fol. 1735]

1810

Cascade Land Company - French Fork Division
Estimated Expenses 1957 Budget
Revised 11/26/56 Sched 23B

Processing Expense	1957 Expense 10/8/56	Estimated Expense 11/1 - 12/31/56	Estimated Expense 1957
Wages & Fringes	744248	140000	884248
Washing Mat'l	860	440	1300
Tires & Tubes	516	84	600
Gas & Oil	3234	1466	3900
OFFICE Supplies	1545	355	1900
Tee Purchases	1455	645	2100
General Supplies	17566	3434	21000
Fuel	4873	1127	6000
Light & Power	20147	3853	24000
Water	2212	388	2600
Telephone	4133	767	4900
Laundry	6424	1076	7500
Repair Mat'l - Bldg.	1028	272	1300
Repair Mat'l - M&E	34048	9952	44000
Freight	14035	2465	16500
Dues & Subscriptions	107	3	110
Travel & Local	1785	315	2100
Depreciation	101748	20252	122000
Taxes, other	57036	3964	61000
License	744	156	900
Insurance	3557	543	4100
Rent Bldg	488	212	700
Rent - Pub. Whse	83554	22446	106000
Rent Equipment	15531	2469	18000
Miscellaneous	11567	2074	13641
Inventory Transfers	<13580>	<145>	<13600>
Transfer to Libby C/S	<17755>	—	<17755>
Trfd to Deal Expense	<1000>	—	<1000>
Trfd to Sales Expense	<238>	<2>	<240>
	584738	117700	702438

[fol. 1736]

1811

1736

Carnation Company - Frozen Food Division
Estimated Prime + Labor Cost 1958

	Est. Nov. + Dec. Sales + Production	Standard Prime Cost	Estimated Prime	Standard Direct Labor Cost	Direct Labor
9"	90797	191	173422	298	27058
8"	168012	1.39	233538	272	45700
Creams	60197	111	66217	47	28292
Cakes	1032	188	1942	1.00	1032
10½ oz	11796	132	2569	311	6052
6½ oz	2454	81	1988	30	736
Dual Pack	14795	79	11688	313	4631
Meat + Poultry	25199	145	96539	30	7560
Cookies	1066	216	2303	993	1059
	365500		590206		122122
Inv. Adjustment			37706		
			498000		
[illegible]	[illegible]	[illegible]	[illegible]		6000
					12812
					12000
					140 vac

[fol. 1737]

1737

1812

Carnation Co. Frozen Food Division

Profit (Loss) Budget 1957

Revised 9/30

Schedule 22

	Cases →	2,274,157		
Gross Sales		6200000	107.77	
Discounts & Spoils		49500	.86	
Freight		398000	6.92	
Total		447500	7.77	
Net Sales		5752500	100.00	
Prime Cost (1)		3191000	55.47	
Processing		1264200	21.98	
Cost of Sales		4455200	77.45	
Gross Profit		1297300	22.55	
Delivery		166000	2.89	
Selling		532550	9.26	
Gen. & Admin.		157100	2.73	
Deals		202780	3.52	
Total		1058530	18.40	
Operating Profit before Advertising		238770	4.15	
Advertising		601000	10.45	
Net Operating Profit (Loss)		(362230)	(6.30)	

[fol. 1738]

1738

1813

Carnation Company - Frozen Food Division

Estimated Expenses - 1957 Budget

Fol 238

Processing Expense	1957 Expenses Thru 9/21	Estimated Expenses 9/1 - 12/31	Estimated Expenses 1957
Wages, SS Tax, Ins & H&W	58603 -	80000 -	138603 -
Boxes, Cans etc.	—	—	—
Washing Materials	408 -	192 -	600 -
Tires & Tubes	516 -	84 -	600 -
Gas & Oil	2590 -	1010 -	3600 -
Office Supplies	1162 -	538 -	1700 -
Tee Purchases	664 -	236 -	900 -
General Supplies	13731 -	6269 -	20000 -
Fuel	4164 -	2036 -	6200 -
Light & Power	15890 -	8110 -	24000 -
Water	1822 -	1178 -	3000 -
Telephone	3480 -	1420 -	4900 -
Laundry	5009 -	2991 -	8000 -
Repair Material - Bldg.	858 -	642 -	1500 -
Repair Material - M & E	78814 -	15786 -	94000 -
Freight	13662 -	6338 -	20000 -
Dues & Subscriptions	108 -	—	108 -
Travel & Local	1396 -	804 -	2200 -
Depreciation	81882 -	40118 -	122000 -
Taxes - Other	46036 -	27964 -	74000 -
Licenses	591 -	209 -	800 -
Insurance	4812 -	2688 -	7500 -
Rent - Bldg.	300 -	1200 -	1500 -
Rent - Public Whse.	55648 -	34352 -	90000 -
Rent - Equip.	14049 -	2451 -	16500 -
Miscellaneous	9588 -	5412 -	15000 -
Inventory Transfer	(16441 -)	72833 -	(23608 -)
Transfer to Libby C/L	(17755 -)	—	(17755 -)
Transfer to Dept Expense	(1000 -)	—	(1000 -)
Transfer to Sales Expense	(101 -)	(4997)	(1100 -)
Total	739194	525054	1264248

42063

1739

[fol. 1739]

1814

Carnation Company - Frozen Food Division
Estimated Expenses - 1957 Budget Sch # 23
Revised 9/30

	1957 Expense Hrs 8/31	Estimated Expenses 9/1 - 12/31	Estimated Expenses 1957
Selling Expense:			
Wages & Salaries	39907 -	18093 -	58000 -
Office Supplies	6875 -	1625 -	8500 -
General Supplies	533 -	217 -	750 -
Telephone	2077 -	923 -	3000 -
Repair Material	379 -	321 -	700 -
Brokerage	113638 -	94362 -	208000 -
Samples	14521 -	5479 -	20000 -
Travel & Local	6170 -	1830 -	8000 -
Bad Debts	9557 -	5443 -	15000 -
Deals (60 & Carryover)	33200 -	—	33200 -
Depreciation	1151 -	549 -	1700 -
Taxes Other	2185 -	815 -	3000 -
Licenses	524 -	(276 -)	300 -
Insurance	1600 -	800 -	2400 -
Bldg. Rent	12820 -	2180 -	15000 -
Rent - Public Whse	72562 -	44438 -	117000 -
Miscellaneous	2322 -	678 -	3000 -
Demonstrations	24434 -	2566 -	27000 -
Distressed Mdse	5697 -	2303 -	8000 -
Total	350204 -	182346 -	532550 -
General & Administrative:			
Wages & Salaries	56747 -	27253 -	84000 -
Pension Plan	4000 -	2000 -	6000 -
Supplies - Licenses - Gas	5575 -	2425 -	8000 -
Telephone	875 -	625 -	1500 -
Research	17514 -	7486 -	25000 -
Legal & Audit	600 -	400 -	1000 -
Publicity	2136 -	864 -	3000 -
Travel	1567 -	833 -	2400 -
Depreciation	119 -	81 -	200 -
Labor Design	8959 -	12041 -	21000 -
Miscellaneous	3444 -	1556 -	5000 -
Total	101536 -	55564 -	157100 -
Delivery:			
9/1 - 12/31 Expense	150038 -		
1 Month to Cover Sept.	15962 -		
	166000		

[fol. 1740]

1815

1780

CARNATION COMPANY - FROZEN FOODS DIVISION
Budget for 1958

	Previous Budget		8 Months Actual		4 Months Estimate		Revised Budget		1957 Actual	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Case Sales	2120100		1417165		774836		2192000		2264772	
Gross Sales	6018000	108.37	4070670	107.45	2170330	109.64	6241000	108.33	6178673	107.59
Discounts & Spoils	29000	.52	18113	.48	10887	.55	29000	.50	44266	.78
Freight	436000	7.85	271009	7.17	179991	9.09	451000	7.83	391759	6.81
Total	465000	8.37	289122	7.65	190878	9.64	480000	8.33	436025	7.59
Net Sales	5553000	100.00	3781548	100.00	1979452	100.00	5761000	100.00	5742648	100.00
Prime Cost	3103000	55.88	2069123	54.72	1086877	54	3156000	54.78	3267801	56.91
Processing	1209000	21.77	772062	20.42	434938	21.97	1507000	20.95	1212671	21.12
Cost of Sales	4312000	77.65	2841185	75.14	1521815	76.88	4663000	75.73	4480472	78.03
Gross Profit	1241000	22.35	940363	24.86	457637	23.12	1398000	24.27	1262176	21.97
Delivery										
Selling	1529000	27.53	1108634	29.32	609366	30.78	1718000	29.82	1654446	28.81
General & Admin.	153000	2.79	90978	2.41	58022	2.93	149000	2.59	171803	3.04
Total	1684000	30.32	1199612	31.73	667388	33.71	1867000	32.41	1686330	29.37
Operating Profit	(443000)	(7.97)	(259249)	(6.87)	(209751)	(10.59)	(469000)	(8.14)	(424154)	(7.38)
Miscellaneous Income	10000	.18	11555	.31	3444		15000	.26	(9288)	(.17)
Reserve for Income Tax	221000	3.98	127000	3.36	105000	5.30	232000	4.03	165000	2.87
Net Profit after Tax	(212000)	(3.81)	(170694)	(3.20)	(101307)	(5.12)	(272000)	(3.85)	(158492)	(2.78)

ESTIMATED EXPENSE - BUDGET 1958

SCHEDULE F 3 28

	Previous Budget 1958	Revised Budget 1958	Actual 1957
SELLING			
Wages and Fringes	20000	20000	15926
Office Supplies	12000	12000	8459
General Supplies	200	700	1037
Telephone-Telegraph	2000	2000	3065
Brokerage (4%)	96000	100000	208371
Samples & Donations	13000	13000	20279
Travel & Local	4000	4000	7298
Advertising	401000	444000	378494
Coop. Advertising	172000	90000	
Deals	425000	700000	254181
Taxes, Other	9000	9000	6982
Licenses	500	500	227
Insurance	3000	3000	3034
Rent - Public Whse.	141000	141000	137505
Demonstrations			32782
Distressed Mdse.	14000	20000	10130
Miscellaneous	8000	6000	7560
Bad Debts	3300	3300	
Brokerage - G.P.M.C.	145000	150000	
Total	1524000	1718000	1346581
GENERAL & ADMIN.			
Wages & Fringes	85000	85000	84470
Pension Plan	6000	6000	4221
Office Supplies	1000	1000	4224
Telephone	1000	1000	2606
Research	30000	30000	31677
Legal and Audit	6000	6000	829
Publicity	6000	6000	3894
Travel & Local	3000	3000	3555
Label Design	15000	10000	34701
Miscellaneous	2000	1000	4128
Total	155000	149000	174303

Prepared 9/29/58

1742

[fol. 1742]

1817

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1958

SCHEDULE #33 28 B

PROCESSING	Previous Budget 1958	Revised Budget 1958	Actual 1957
Wages and Fringes	689 600	714000	871613
Washing Material	3500	3500	860
Tires & Tubes	1500	1500	615
Gas and Oil	2500	2600	3740
Office Supplies	2000	1500	1681
Ice Purchases	16000	10000	14632
General Supplies	12000	11000	20236
Fuel	8000	8000	5967
Light & Power	25000	25000	24158
Water	2500	2500	2580
Telephone	4000	3500	4812
Laundry	4000	4000	7124
Rep. Mat'l - Bldg	3000	3000	1701
Rep. Mat'l - Equip.	45000	40000	55055
Freight	8000	5000	15869
Travel & Local	3000	3500	2659
Depreciation	125000	122000	120418
Taxes, Other	64000	64000	61033
Licenses	1500	1500	928
Insurance	5000	5000	9371
Rent - Bldg.	3000	2000	994
Rent - Pub. Whse.	95000	90000	111497
Rent - Equipment	22000	22000	17666
Miscellaneous	15000	12000	18773
Inventory Transfers	50000	50000	(124059)
Transfers to Deal A/C			(1000)
Transfers to Sales Expense			(238)
Total	1209000	1207000	1212670

Prepared 9/29/58

[fol. 1743]

CARNATION COMPANY - FROZEN FOODS DIVISION
ESTIMATED EXPENSE - BUDGET 1958

SCHEDULE #28c 28c

	ESTIMATED CASE SALES	PRIME COST FORMULA	PRIME COST AMOUNT	PROCESSING COST STANDARD	PROCESSING COST AMOUNT
9" Fruit -Regular	707 051	1.7699	366 473		64 822
9" Fruit-Institt.	2949		1075		920
8" Fruit	369 000	1.7642	466 525		103 570
10½ oz. Fruit	2 296		2998		683
6½ oz. Fruit	412		404		129
Cream Pies	170 118	1.1028	204 633		72 845
Cakes	900		1908		741
Cookies	1097		1777		878
Meat & Poultry	21 012		37 000		7352
Total	774 835	1.4027	1086 877	.3255	252 185
8 Months Actual	1417 165	1.1600	2069 123	.3259	461 815
	2192 000	1.1397	3155 906	.3257	714 000

Prepared 9/29/58

1744

[fol. 1744]

1819

[fol. 1745-1745a]

CARNATION COMPANY - FROZEN FOODS DIVISION
Budget for 1958

		Previous Budget		6 Months Actual		6 Month Estimate	Revised Budget		1957 Actual	
		Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
1	Case Sales	2443200		1072461		1040639		2120100		2260472	
2											
3	Gross Sales	7030000	102.37	3056117	108.30	2859882	108.43	6068000	108.32	6178623	107.59
4											
5	Discounts & Spoils	35000	.53	14564	.52	14496	.57	29000	.52	44266	.78
6	Freight	508000	7.84	219931	7.78	216005	7.92	436000	7.85	391759	6.81
7	Total	543000	8.37	234499	8.30	230501	8.45	465000	8.37	436025	7.59
8											
9	Net Sales	6487000	100.00	2821618	100.00	2724382	100.00	5603000	100.00	5742698	100.00
10											
11	Prime Cost	3475000	53.57	1583510	56.08	1519490	55.67	3103000	55.38	3147801	54.79
12	Processing	1404000	21.64	576896	20.43	632104	23.16	1209000	21.57	1212671	21.12
13	Cost of Sales	4879000	75.21	2160406	76.51	2151694	78.83	4312000	76.95	4370472	76.11
14											
15	Gross Profit	1608000	24.79	663212	23.49	572688	21.17	1241000	22.35	1372226	23.89
16											
17	Delivery									165446	2.88
18	Selling	1522600	23.49	809353	28.66	719647	26.37	1529000	27.53	1346581	23.45
19	General & Admin.	157500	2.43	68409	2.43	86591	3.17	155000	2.79	175303	3.04
20	Total	1681100	25.92	877762	31.09	806238	29.54	1684000	30.32	1687330	29.37
21											
22	Operating Profit	(73100)	(1.13)	(214550)	(7.60)	(228550)	(8.37)	(443000)	(7.97)	(314204)	(5.48)
23											
24	Miscellaneous Income	6000	.09	5214	.18	4786	.18	10000	.18	(9288)	(.17)
25											
26	Reserve for Income Tax	34000	.52	107000	3.80	114000	4.18	221000	3.98	165000	2.87
27											
28	Net Profit after Tax	(33100)	(.51)	(102336)	(3.62)	(109664)	(4.01)	(212000)	(3.81)	(158492)	(2.78)
29											
30											
31											
32											
33											
34											
35											
36											
37											
38											
39											
40											
41	Prepared 5/19/58.					1746					

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 1958

SCHEDULE #23

	Previous Budget 1958	Revised Budget 1958	Actual 1957
SELLING			
Wages and Fringes	20000	20000	51926
Office Supplies	10000	12000	8459
General Supplies	500	200	1037
Telephone-Telegraph	1500	2000	3365
Brokerage (4%)	148000	96000	208371
Samples & Donations	13000	10000	20279
Travel & Local	4000	4000	7298
Advertising	623000	623000	590494
Coop. Advertising			
Deals	400000	435000	254181
Taxes, Other	9000	9000	6933
Licenses	300	500	227
Insurance	3000	3000	3034
Rent - Public Whse.	133000	141000	132505
Demonstrations			32782
Distressed Mdse.	14000	14000	10130
Miscellaneous	8000	8000	7560
Bad Debts	3300	3300	
Brokerage-1% - C.P.M.	168000	145000	
Total	1533600	1529000	1346581
GENERAL & ADMIN.			
Wages & Fringes	85000	85000	84470
Pension Plan	6000	6000	4221
Office Supplies	2000	1000	4224
Telephone	1500	1000	2606
Research	30000	30000	31677
Legal and Audit	6000	6000	829
Publicity	6000	6000	3892
Travel & Local	3000	3000	3555
Label Design	15000	15000	34701
Miscellaneous	3000	2000	4128
Total	157500	155000	174303

Prepared 1/22/58

[fol. 1746]

1821

CARNATION COMPANY – FROZEN FOODS DIVISION

ESTIMATED EXPENSE – BUDGET 1958

SCHEDULE #23B

PROCESSING	Previous Budget 1958	Revised Budget 1958	Actual 1957
Wages and Fringes	894000	688500	871613
Washing Material	3000	3500	860
Tires & Tubes	1500	1500	615
Gas and Oil	3600	2500	3040
Office Supplies	2500	2000	1681
Ice Purchases	16000	16000	1463
General Supplies	15000	12000	20226
Fuel	8000	8000	5967
Light & Power	27000	25000	24158
Water	3000	2500	2580
Telephone	4000	4000	4812
sundry	4000	4000	7124
Rep. Mat'l - Bldg	4000	3000	1701
Rep. Mat'l - Equip.	50000	45000	55055
Freight	15000	8000	15669
Travel & Local	3000	3000	2659
Depreciation	127000	125000	120418
Taxes, Other	64000	64000	61033
Libenses	1500	1500	928
Insurance	5000	5000	9371
Rent – Bldg.	3000	3000	994
Rent – Pub. Whse.	115000	95000	111439
Rent – Equipment	20000	22000	17666
Miscellaneous	15000	15000	13772
Inventory Transfers		50000	(12459)
Transfers to Deal A/C			(1000)
Transfers to Sales Expense			(238)
Total	1404000	1209000	1212670

Prepared 7/22/58

1747

[fol. 1747]

1822

CARNATION COMPANY - FROZEN FOODS DIVISION

ESTIMATED EXPENSE - BUDGET 19.5[illegible]

SCHEDULE # 23C

	ESTIMATED CASE SALES	PRIME COST FORMULA	PRIME COST AMOUNT	PROCESSING COST STANDARD	PROCESSING COST AMOUNT
9" Fruit -Regular	271789	1.9024	517051	.309	84014
9" Fruit-Institt.	1317	1.7255	2329	.296	389
8" Fruit	412579	1.3268	547410	.281	115906
10½ oz. Fruit	4464	1.2897	5755	.327	1461
6½ oz. Fruit	3821	.8702	3325	.314	1202
Cream Pies	307927	1.2005	369660	.457	140600
Cakes	94	2.0000	188	.287	27
Cookies	1927	2.1877	4206	.845	1629
Meat & Poultry	46055	1.5187	69945	.305	14024
Total	1049629	1.4480	1519869	.342	359255
4 Months Actual	1070461	1.4793	1583510	.308	329355
	2120100	1.4638	3103379	.325	688607

Prepared 7/1/58

1748

[fol. 1748]

1823

[fol. 1749-1749a]

CARNATION COMPANY - FROZEN FOODS DIVISION
Budget for 1958

	Previous Budget Amount	Previous Budget %	4 Months Actual Amount	4 Months Actual %	8 Months Actual Amount	Estimate %	Revised Budget Amount	Revised Budget %	1957 Actual Amount	1957 Actual %
Case Sales	2445797		686681		1746519		2435000		2260472	
Gross Sales	6953000	106 79	1939825	108 50	5090177	108 37	7030000	108 37	6178623	107 59
Discounts & Spoils	34000	52	10088	57	24712	53	35000	53	44266	78
Freight	408000	6 27	141908	793	366217	7 11	508000	7 84	391759	6 81
Total	442000	6 79	151996	850	390929	8 32	543000	8 37	436025	7 59
Net Sales	6511000	100 00	1787827	100 00	4699173	100 00	6487000	100 00	5742598	100 00
Prime Cost	3527000	54 17	1019178	57 01	2458827	5 6	3475000	53 57	3157801	54 99
Processing	1416500	21 76	383219	21 43	1020781	21 12	1404000	21 64	1212671	21 12
Cost of Sales	4943500	75 93	1402397	78 44	3476603	78 98	4879000	75 21	4370472	76 11
Gross Profit	1567500	24 07	385430	21 56	1222570	28 02	1608001	24 79	1372126	23 89
Delivery									165446	2 88
Selling	1367500	21 00	521320	29 15	1002360	21 33	1553600	23 49	1346581	23 45
General & Admin.	160900	2 47	50774	2 84	106926	2 27	150500	2 13	174363	3 04
Total	1528500	23 47	571994	31 99	1109106	23 60	1681100	25 92	1686350	29 37
Operating Profit	39000	60	(186564)	(10 43)	113464	2 42	(73100)	(1 13)	(314204)	(5 48)
Miscellaneous Income	1000	02	3306	18	2694		6000	09	(9288)	(17)
Reserve for Income Tax	(21000)	(32)	94000	526	(60000)	(1 28)	34000	52	16500	287
Net Profit after Tax	19000	30	(89258)	(499)	56178	1 24	(33916)	(51)	(158792)	(278)

Prepared 5/19/58

1749

1749a

CARNATION COMPANY - FROZEN FOODS DIVISION
ESTIMATED EXPENSE - BUDGET 1958 (5/1 - 12/58)

SCHEDULE # 230

	ESTIMATED CASE SALES	PRIME COST FORMULA	PRIME COST AMOUNT	PROCESSING COST STANDARD	PROCESSING COST AMOUNT
9" Fruit -Regular	380129	.1799	685651	.3487	132900
9" Fruit-Institu.					551
8" Fruit	702197	1.2824	901621	.3102	217822
10½ oz. Fruit	977	1.2440	1211	.3509	343
6½ oz. Fruit	1395	.840	1172	.3373	471
Cream Pies	569207	1.1123	639214	.5214	296782
Cakes	733	1.375	1008	1.5127	1109
Cookies	10037	1.5770	15770	1.1400	11336
Dual PAK 5"	1454	.840	1221	.3373	490
Meat & Poultry	80143	1.670	133839	.3393	27193
Misc	57				
Total	1746319		2380707		687997
Adjustment			75000		
4 Months Actual	686681		1019178		205628
Total	2433000		3474885		893625

Prepared 5/19/58

1750

[fol. 1750]

1825

CARNATION COMPANY - FROZEN FOODS DIVISION
ESTIMATED EXPENSE - BUDGET 1958

SCHEDULE #23

	Previous Budget 1958	Revised Budget 1958	Actual 1957
SELLING			
Wages and Fringes	70000	70000	51926
Office Supplies	10000	10000	8459
General Supplies	500	400	1037
Telephone-Telegraph	1000	1500	3365
Brokerage (4%)	278000	281000	208371
Samples & Donations	14000	18000	20279
Travel & Local	2500	4000	7298
Advertising	600000	623000	593494
Coop. Advertising			
Deals	280000	400000	254181
Taxes, Other	7000	9000	6983
enses	200	300	227
Insurance	3000	3000	3034
Rent - Public Whse.	130000	133000	137505
Demonstrations			37782
Distressed Mdse.	14000	14000	10130
Miscellaneous	4000	8000	7560
Bad Debts	3300	3300	
Total	1367600	1453600	1346581
GENERAL & ADMIN.			
Wages & Fringes	85000	85000	84470
sion Plan	6000	6000	4221
Office Supplies	5000	2000	4224
Telephone	1500	1500	2606
Research	30000	30000	31677
Legal and Audit	4000	6000	829
Publicity	6000	6000	3897
Travel & Local	2400	3000	3555
Label Design	15000	15000	34701
Miscellaneous	6000	3000	4128
Total	160900	157500	174303

Prepared 5/19/58

1751

[fol. 1751]

1826

CARNATION COMPANY - FROZEN FOODS DIVISION
ESTIMATED EXPENSE - BUDGET 1958

SCHEDULE #23B

PROCESSING	Previous Budget 1958	Revised Budget 1958	Actual 1957
Wages and Fringes	706000	894000	871613
Washing Material	7500	3000	860
Tires & Tubes	1500	1500	615
Gas and Oil	5000	3500	3740
Office Supplies	1500	2500	1681
Ice Purchases	1000	16000	1463
General Supplies	23000	15000	20436
Fuel	8000	8000	5967
Light & Power	27000	27000	24158
Water	3000	3000	2580
Telephone	5000	4000	4814
Laundry	8000	4000	7124
Rep. Mat'l - Bldg	4000	4000	1701
Rep. Mat'l - Equip.	50000	50000	55055
Freight	20000	15000	17669
Travel & Local	3000	3000	2659
Depreciation	127000	127000	120418
Taxes, Other	60000	64000	61033
Licenses	1000	1500	928
Insurance	6000	5000	9271
Rent - Bldg.	3000	3000	974
Rent - Pub. Whse.	115000	115000	111479
Rent - Equipment	16000	20000	17664
Miscellaneous	18000	15000	13773
Inventory Transfers			<124651>
Transfers to Joint A/C			<1000>
Transfers to Sales Expense			<238>
Total	1416500	1404000	1212670

Prepared 5/19/58

1752

[fol. 1752]

1827

Concentrated Company - Frozen Food Division
1958 Budget - Case Sales

		Actual Four Months	Estimated Eight Months	Total Est 12 months
1	Meat Poultry	34567	160143	115000
2				
3	9' Fruit	134671	330129	565000
4				
5	8' Fruit	297503	702197	1000000
6				
7	10'/12oz Fruit	40273	9727	50000
8				
9	6'/12oz Fruit	2605	1295	4000
10				
11	Cream	154733	569267	724000
12				
13	Cakes	12647	7353	20000
14				
15	Cookies	(32)	10032	10000
16				
17	Dual Tak	6546	1454	8000
18	Misc	(57)	57	
19		686698	1746319	2433000
20				
21				
22				
23				
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39	Prepared 5/19/58			
40				
41				

1958

[fol. 1753]

1828

IN UNITED STATES DISTRICT COURT
PLAINTIFF'S EXHIBIT 6

[fo]. 1754-1754a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT & LOSS STATEMENT JANUARY, 1959

	So. Cal.	No.	Ariz.	Pac. NW	So. West			Total
8"	12,[illegible]	[illegible]	[illegible]	7,98[illegible]	20,[illegible]	[illegible]		[illegible]
9"	4,[illegible]	[illegible]	1,[illegible]	[illegible]	8,410	[illegible]		[illegible]
Creams	4,068	11	1,039	3,0[illegible]	11,201	6,224	[illegible]	47,095
Others	2,703	9	325	374	1,222	E[illegible]	—	5,962
Total	25,789	36,[illegible]	3,276	13,950	34,954	8,076	12,535	134,082

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	25 789	35 502	3 276	13 950	78 517	34 954	8 076	12 535	55 565	134 082
3	GROSS SALES	61 604 11	96 726 87	9 608 05	36 957 65	204 896 68	88 355 53	24 261 12	39 008 11	151 624 76	356 521 44
4	DISCOUNTS										
5	FREIGHT	1 329 [illegible]	3 611 34	776 83	3 675 61	9 393 26	14 210 49	2 916 84	4 070 95	21 198 28	30 591 54
6	SPOILS	417 [illegible]	654 13	64 88	249 83	1 386 65	597 45	164 00	263 89	1 025 34	2 411 99
7	TOTAL	1 747 2[illegible]	4 265 17	841 71	3 925 44	10 779 91	14 807 94	3 080 84	4 334 84	22 223 62	33 003 53
9	NET SALES	59 [illegible] 57	92 461 40	8 766 34	33 032 16	194 116 77	73 547 59	21 180 28	34 673 27	129 401 14	323 517 91
11	PRIME COST	37 501 23	55 42[illegible]	5 053 [illegible]	19 222 47	117 205 22	45 449 50	9 882 68	14 370 23	69 702 [illegible]	186 907 63
12	PROCESSING COST	17 [illegible] 53	24 383 53	2 40[illegible]	9 314 96	53 427 79	24 470 63	6 741 45	11 237 28	[illegible]	95 897 15
13	TOTAL COST OF SALES	54 8[illegible] 7[illegible]	79 811 70	7 459 12	28 537 43	170 633 01	69 920 13	16 624 13	25 607 51	112 151 77	282 784 78
15	GROSS PROFIT	5 032 11	12 649 70	1 307 [illegible]	4 494 73	23 483 76	3 627 46	4 556 15	9 065 76	17 249 37	40 733 [illegible]
17	SELLING	6 [illegible] 08	12 218 84	1 604 36	5 [illegible] 60	25 790 88	15 691 78	6 518 52	11 630 76	33 841 08	59 631 96
18	GENERAL & ADMINISTRATIVE	2 [illegible]	3 [illegible] 21	315 51	1 [illegible] 18	6 984 23	2 646 29	762 57	1 249 21	[illegible]	11 642 30
19	TOTAL EXPENSE	8 [illegible] 91	15 545 05	1 919 87	6 784 28	32 775 11	18 338 07	7 281 09	12 879 97	33 [illegible]	71 274 76
21	OPERATING PROFIT	⟨3 493 80⟩	⟨2 895 35⟩	⟨612 65⟩	⟨2 289 55⟩	⟨9 291 35⟩	⟨14 710 61⟩	⟨2 724 94⟩	⟨3 814 23⟩	⟨21 [illegible]⟩	⟨30 541 13⟩
23	PER CASE: GROSS SALES	2.39	2.72	2.93	2.65	2.61	2.53	3.00	3.11	2.73	2.66
24	DISCOUNTS										
25	FREIGHT	.05	.10	.24	.26	.12	.40	.36	.33	.38	.23
26	SPOILS	.02	.02	.02	.02	.02	.02	.02	.02	.02	.02
27	TOTAL	.07	.12	.26	.28	.14	.42	.38	.35	.40	.25
29	NET SALES	2.32	2.60	2.67	2.37	2.47	2.11	2.62	2.76	2.33	2.41
30	PRIME COST	1.45	1.55	1.54	1.38	1.49	1.30	1.22	1.15	1.25	1.39
31	PROCESSING COST	.67	.69	.73	.67	.68	.70	.84	.89	.77	.71
32	TOTAL COST OF SALES	2.13	2.24	2.27	2.05	2.17	2.00	2.06	2.04	2.02	2.10
33	GROSS PROFIT	.19	.36	.40	.32	.30	.11	.56	.72	.31	.31
34	SELLING	.25	.35	.50	.40	.33	.45	.81	.93	.61	.44
35	GENERAL & ADMINISTRATIVE	.08	.09	.09	.09	.09	.08	.09	.09	.08	.09
36	TOTAL EXPENSE	.33	.44	.59	.49	.42	.53	.90	1.03	.69	.53
38	OPERATING PROFIT	⟨.14⟩	⟨.08⟩	⟨.19⟩	⟨.17⟩	⟨.12⟩	⟨.42⟩	⟨.34⟩	⟨.31⟩	⟨.39⟩	⟨.22⟩

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[fol. 1755-1755a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT June 1959

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA 6-59	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	36 773	40 225	4 942	15 442	97 383	22 834	3 884	8 815	35 533	132 916
GROSS SALES	89 421 70	108 355 04	14 125 24	41 433 83	253 335 81	60 122 77	11 432 69	25 511 62	97 067 14	350 402 95
DISCOUNTS										
FREIGHT	998 77	4 069 22	1 203 43	4 163 15	10 434 79	9 396 66	1 026 26	2 359 87	13	23 717 57
SPOILS	447 02	428 98	60 07	187 70	1 183 77	277 53	77 21	107		1 615 71
TOTAL	1 446 01	4 558 20	1 263 50	4 350 85	11 618 56	9 674 24	1 073 47	2 467 01	13	25 333 28
NET SALES	87 975	103 736 84	12 861 74	37 082 98	241 717 25	50 448 53	10 359 22	22 544 47	83	385 069 67
PRIME COST	51 229 99	60 689 63	7 067 80	21 652 16	140 739 58	29 386 31	4 294 53	9 485 32	43	183 909 85
PROCESSING COST	11 091 16	13 376 00	2 496 04	6 999 11	43 962 43	11 015 33	2 300 28	5 222	18	62 603
TOTAL COST OF SALES	67 421	79 065 72	9 563 84	28 651 27	184 702 01	40 400 64	6 594 86	14 807 32	61	246 512 83
GROSS PROFIT	20 554 51	24 731 12	3 297 90	8 431 71	57 015 24	10 047 89	3 764 36	7 736 85	21 549 10	78 564 34
SELLING	14 200 01	14 572 03	4 763 73	9 176 61	42 712 38	9 526 74	2 019 29	4 416 75	15 962 78	58 675 11
GENERAL & ADMINISTRATIVE	93	4 349 82	504 21	1 558 05	10 505 27	2 165 50	392 75	868	3	13 932
TOTAL EXPENSE	18 293 20	18 921 85	5 267 94	10 734 66	53 217 66	11 692 24	2 412 04	5 285 57	19	72 607 50
OPERATING PROFIT	2 261 31	5 809 27	(1 970 04)	(2 302 95)	3 797 59	(1 644 35)	1 352 32	2 451 28	2	5 956 84
PER CASE: GROSS SALES	2.44	2.69	2.85	2.68	2.60	2.63	2.95	2.90	2.73	2.64
DISCOUNTS										
FREIGHT	.03	.10	.24	.27	.11	.41	.27	.33	.38	.18
SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
TOTAL	.04	.11	.25	.28	.12	.42	.28	.34	.39	.19
NET SALES	2.40	2.58	2.60	2.40	2.48	2.21	2.67	2.56	2.34	2.45
PRIME COST	1.40	1.50	1.43	1.40	1.45	1.29	1.11	1.08	1.21	1.38
PROCESSING COST	.44	.46	.50	.45	.45	.48	.59	.60	.58	.47
TOTAL COST OF SALES	1.84	1.96	1.93	1.85	1.90	1.77	1.70	1.68	1.79	1.85
GROSS PROFIT	.56	.62	.67	.55	.58	.44	.97	.88	.60	.60
SELLING	.39	.36	.96	.60	.43	.42	.52	.50	.45	.44
GENERAL & ADMINISTRATIVE	.11	.11	.10	.10	.11	.09	.10	.10	.09	.11
TOTAL EXPENSE	.50	.47	1.06	.70	.54	.51	.62	.60	.54	.55
OPERATING PROFIT	.06	.15	(.39)	(.15)	.04	(.07)	.35	.28	.06	.05

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[fol. 1756-1756a]

CARNATION COMPANY - FROZEN FOODS DIVISION Plus (13) for I.D.

TERRITORIAL PROFIT AND LOSS STATEMENT

December , 1959

53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
01	Wages & Salaries								1 700 00	1 700 00		
03	Social Security											
04	Insurance-Ind.											
05	Health & Welfare											
13	Office Supplies								71 18	71 18		
14	Ice Purchases				178 06				178 06		178 06	
16	Collection & Exchange											
19	General Supplies	48 94			41 25	71 25			173 44		173 44	
20	Fuel											
22	Water											
23	Telephone & Telegraph								219 02	219 02		
24	Dues & Subscriptions								-			
27	Repair Mat'l, M & E											
28	Demonstrations	4 72			188 45				195 37		195 37	
29	Distressed Mdse	12 28	34 19	1 24	9 42	13 48	1 32	75	73 50		73 50	
30	Freight				30 43			11 50	42 13		42 13	
34	Brokerage - Brokers	3 724 71	11 187 46	420 10	3 393 91	3 468 67	359 49	831 98	3 582 50		21 731 27	
35	Brokerage - Carnation								12 142 77			
36	Samples & Donations	75 73	198 41	31 18	121 82	84 78	38 43	3 51	553 86		553 86	
38	Travel & Local		34 85					132 89	166 74		166 74	
39	Bad Debts								3 300 00	3 300 00		
40	Advertising	1 404 12	4 255 86	161 25	1 216 10	1 494 17	181 75	101 29	9 214 54		9 214 54	
41	Coop. Advertising	240 64	2 283 26	79 15	492 54	900 51	88 28	50 27	4 909 80		4 909 80	
44	Deals	38 472 48	13 794 39	3 427 23	13 403 21	5 530 45	1 119 35	1 237 71	147 034 74		147 034 74	
45	Depreciation											
46	Taxes, Other								1 937 64	1 937 64		
47	Licenses											
48	Insurance								200 00	200 00		
50	Rent, Public Whse	1 767 19	5 131 14	192 30	884 66	978 27	547 97	665 52	10 287 05		10 287 05	
51	Rent, Equipment											
55	Miscellaneous								451 29	451 29		
	Sub-Total	46 435 83	104 359 16	4 317 47	19 115 45	12 791 58	2 356 54	2 434 97	191 061 77	3 492 73	194 540 50	
	Expense Dist. on Net Sales	424 00	1 934 46	65 53	348 45	518 79	52 03	35 27				
	Total	46 061 33	105 024 50	4 251 94	18 767 00	12 272 79	2 304 51	2 399 70	191 061 77			

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[fol. 1757-1757a]

	So. Cal	No. Cal.	Ariz.	Pac. N.W.	So. West	So. Cent.	W. Cent.	Total
2" Fruit	14,449	3,010	954	30,219	35,[illegible]	3,0[illegible]	710	91,911
1" Fruit	19,709	100,390	3,214	1,253	3,142	660	25	128,393
Creams	5,404	4,951	266	432	6,552	781	1,814	20,200
Ease	1,675	923	451	483	124			3,656
Other	453	1,173	72	100	380			4,008
Total	43,515	115,447	4,257	32,487	45,531	4,441	2,549	248,249

GARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT December 1959

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA 12-59	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	43 515	115 447	4 257	32 487	195 706	45 531	4 463	2 549	52 543	248 249
2											
3	GROSS SALES	112 564 72	336 288 34	12 696 13	72 497 69	534 041 88	104 827 07	10 364 18	7 009 25	122 700 50	656 742 38
4	DISCOUNTS										
5	FREIGHT	2 067 47	11 386 94	1 087 21	7 229 82	21 771 44	12 927 26	1 444 00	759 42	15 330 68	37 102 32
6	SPOILS	295 16	881 92	33 39	190 08	1 400 35	274 88	28 48	18 37	321 73	1 722 08
7	TOTAL	2 362 63	12 268 76	1 120 50	7 419 90	23 171 96	13 202 14	1 472 48	777 79	15 652 41	38 824 40
8											
9	NET SALES	110 201 89	324 014 58	11 575 63	65 077 79	510 869 89	91 624 93	9 191 70	6 231 46	107 048 09	417 917 98
10											
11	PRIME COST	58 625 29	176 676 64	6 303 31	37 308 68	278 913 92	51 983 45	5 223 30	2 591 93	59 798 68	338 717 60
12	PROCESSING COST	16 838 11	38 867 13	1 589 54	9 863 20	65 641 98	14 730 75	1 465 60	1 039 50	17 235 85	82 877 83
13	TOTAL COST OF SALES	75 463 40	215 543 77	7 896 85	47 171 88	344 560 94	66 714 20	6 688 90	3 631 43	77 034 53	421 595 43
14											
15	GROSS PROFIT	34 738 49	108 470 81	3 678 78	17 905 91	166 308 99	24 910 73	2 502 80	2 600 03	30 013 56	196 322 55
16											
17	SELLING	46 061 33	105 024 50	4 261 94	18 747 00	174 094 77	12 272 79	2 304 51	2 399 70	16 977 00	191 061 77
18	GENERAL & ADMINISTRATIVE	1 333 20	3 537 04	130 42	995 33	5 995 99	1 394 97	136 74	78 10	1 609 81	7 605 80
19	TOTAL EXPENSE	47 394 53	108 561 54	4 392 36	19 742 33	180 090 76	13 667 76	2 441 25	2 477 80	18 586 81	198 667 57
20											
21	OPERATING PROFIT	11 141 04	90 73	703 58	1 836 42	13 771 77	11 242 97	61 55	122 23	11 426 75	2 345 02
22											
23	PER CASE: GROSS SALES	2.58	2.91	2.98	2.23	2.73	2.30	2.43	2.75	2.84	2.65
24	DISCOUNTS										
25	FREIGHT	.04	.10	.25	.22	.11	.28	.36	.29	.29	.15
26	SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
27	TOTAL	.05	.11	.26	.23	.12	.29	.37	.30	.30	.16
28											
29	NET SALES	2.53	2.80	2.72	2.00	2.61	2.01	2.06	2.45	2.04	2.49
30	PRIME COST	1.35	1.53	1.48	1.15	1.42	1.14	1.17	1.02	1.14	1.36
31	PROCESSING COST	.35	.33	.38	.30	.34	.32	.33	.41	.33	.34
32	TOTAL COST OF SALES	1.70	1.86	1.86	1.45	1.76	1.46	1.50	1.43	1.47	1.70
33	GROSS PROFIT	.83	.94	.86	.55	.85	.55	.56	1.02	.57	.79
34	SELLING	1.06	.91	.99	.58	.89	.27	.52	.94	.32	.77
35	GENERAL & ADMINISTRATIVE	.03	.03	.03	.03	.03	.03	.03	.03	.03	.03
36	TOTAL EXPENSE	1.09	.94	1.02	.61	.92	.30	.55	.97	.35	.80
37											
38	OPERATING PROFIT	.26	.00	.16	.06	.07	.25	.01	.05	.22	.01
39											
40											
41						1757					

[fol. 1758-1758a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT Jan 1960

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	40 176	33 996	6 029	35 [illegible]	113 273	26 475	9 837	2 755	38 [illegible]	152 440
GROSS SALES	97 80[illegible] 38	87 [illegible] 34	16 673 29	70 [illegible]	275 203 27	62 544 38	22 678 62	7 936 20	93 159 10	368 382 37
DISCOUNTS										
FREIGHT	2 [illegible]	[illegible]	1 600 [illegible]	[illegible]	16 [illegible] 21	9 011 26	4 037 80	1 587 34	1 [illegible] 02	30 [illegible] 03
SPOILS	301 [illegible]	[illegible] 511 [illegible]	45 [illegible]	[illegible] 250 [illegible]	[illegible] 758 [illegible]	192 [illegible]	70 [illegible]	20 [illegible]	[illegible] 79 [illegible]	1 [illegible]
TOTAL	2 538 37	3 789 35	1 665 80	9 045 17	17 [illegible]	9 210 45	4 107 [illegible]	1 608 [illegible]	1 [illegible]	31 785 39
NET SALES	95 270 11	84 169 44	15 007 49	63 717 65	258 164 78	53 333 83	18 570 [illegible]	6 328 18	78 [illegible] 30	356 397 51
PRIME COST	56 674 16	47 845 93	8 439 [illegible]	41 156 45	154 117 37	31 917 41	11 244 17	2 943 [illegible]	46 [illegible] 41	200 [illegible] 81
PROCESSING COST	18 10[illegible] 71	16 [illegible] 95	3 110 41	13 [illegible]	51 [illegible] 61	12 215 [illegible]	4 367 [illegible]	1 635 [illegible]	18 [illegible]	69 [illegible] 83
TOTAL COST OF SALES	74 [illegible] 87	64 [illegible] 88	11 55[illegible] 26	55 04[illegible] 97	205 [illegible] 78	44 133 17	15 611 65	4 579 [illegible]	64 [illegible]	269 [illegible]
GROSS PROFIT	20 495 24	19 965 61	3 457 [illegible]	8 675 [illegible]	52 [illegible] 80	9 200 66	2 959 [illegible]	1 748 34	13 [illegible]	66 501 [illegible]
SELLING	14 789 53	14 58[illegible] 57	2 [illegible] 45	19 [illegible]	51 [illegible] 81	16 131 55	6 028 48	2 834 55	24 [illegible]	76 [illegible] 39
GENERAL & ADMINISTRATIVE	2 [illegible] 89	1 [illegible]	[illegible]	1 [illegible]	6 [illegible]	1 [illegible]	509 86	150 45	2 [illegible]	8 [illegible] 29
TOTAL EXPENSE	16 983 42	16 445 99	3 [illegible]	21 [illegible]	58 [illegible]	17 577 27	6 538 [illegible]	2 985 00	27 [illegible]	85 [illegible]
OPERATING PROFIT	3 511 82	3 519 62	[illegible]	< 13 [illegible]	< 5 [illegible]	< 8 376 61	< 3 57[illegible]	< 1 236 [illegible]	< 13 [illegible]	< 18 671 [illegible]
PER CASE: GROSS SALES	2.43	2.59	2.77	2.16	2.41	2.36	2.43	2.88	2.42	2.42
DISCOUNTS										
FREIGHT	.05	.10	.27	.26	.14	.34	.43	.57	.38	.20
SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
TOTAL	.06	.11	.28	.27	.15	.35	.44	.58	.39	.21
NET SALES	2.37	2.48	2.49	1.89	2.26	2.01	1.99	2.30	2.03	2.21
PRIME COST	1.41	1.41	1.40	1.22	1.35	1.21	1.20	1.07	1.20	1.31
PROCESSING COST	.45	.48	.52	.41	.45	.46	.47	.59	.47	.46
TOTAL COST OF SALES	1.86	1.89	1.92	1.63	1.80	1.67	1.67	1.66	1.67	1.77
GROSS PROFIT	.51	.59	.57	.26	.46	.34	.32	.64	.36	.44
SELLING	.36	.43	.48	.58	.45	.60	.64	1.03	.64	.50
GENERAL & ADMINISTRATIVE	.06	.06	.06	.06	.06	.06	.06	.06	.06	.06
TOTAL EXPENSE	.42	.49	.54	.64	.51	.66	.70	1.09	.70	.56
OPERATING PROFIT	.09	.10	.03	< .38 >	< .05 >	< .32 >	< .38 >	< .45 >	< .34 >	< .12 >

1758

[fol. 1759-1759a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT [illegible] 1960

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	56 706	36 668	4 246	37 607	136 227	23 468	12 832	3 071	39 611	176 838
GROSS SALES	131 275 82	99 459 75	10 152 76	83 792 27	324 677 01	50 993 21	31 602 57	8 595 01	90 067 89	414 744 90
DISCOUNTS										
FREIGHT	8 154 96	3 808 44	1 423 85	9 170 29	16 757 94	7 666 47	5 362 54	2 516 43	15 545 44	31 695 82
SPOILS	611 54	200 40	88 47	163 93	854 24	110 70	43 47	17 17	191 54	845 78
TOTAL	2 [illegible] 50	4 008 84	1 493 72	9 339 12	17 419 18	7 177 37	5 416 21	2 533 85	15 127 43	32 541 61
NET SALES	128 [illegible] 78	95 440 91	8 516 04	74 453 16	307 262 33	43 [illegible] 94	26 186 36	5 991 16	75 [illegible] 94	387 203 39
PRIME COST	68 255 36	51 315 74	5 [illegible] 67	48 367 76	176 469 82	33 249 76	15 654 02	3 190 27	52 094 05	224 563 87
PROCESSING COST	36 455 42	21 716 21	2 [illegible] 42	20 670 19	81 101 29	13 [illegible] 19	7 [illegible] 10	2 [illegible] 19	23 [illegible] 48	104 600 77
TOTAL COST OF SALES	104 711 31	73 032 15	7 [illegible]	69 037 50	257 571 11	[illegible] 621 83	23 [illegible] 12	5 450 46	75 [illegible] 53	329 164 [illegible]
GROSS PROFIT	24 141 41	19 502 76	[illegible]	5 415 61	49 691 72	5 141 [illegible]	2 479 18	531 70	8 341 94	58 038 61
SELLING	22 [illegible] 95	7 241 01	5 [illegible] 61	18 900 12	56 105 59	14 454 51	11 118 91	1 423 16	27 196 58	83 302 17
GENERAL & ADMINISTRATIVE	2 [illegible] 00	2 453 23	2 [illegible] 85	1 913 62	7 397 70	1 [illegible] 61	[illegible] 97	153 96	2 [illegible] 54	9 [illegible] 24
TOTAL EXPENSE	32 [illegible] 95	10 294 24	7 [illegible] 34	20 813 74	64 003 29	15 [illegible] 12	11 791 88	1 577 12	25 251 12	93 254 41
OPERATING PROFIT	[illegible] 977 [illegible]	9 [illegible] 52	[illegible]	15 [illegible] 08	14 [illegible] 57	10 741 06	9 117 70	1 045 42	20 904 12	35 215 75
PER CASE: GROSS SALES	2 31	2 71	2 39	2 17	2 38	2 32	2 45	2 78	2 40	0 39
DISCOUNTS										
FREIGHT	04	10	03	03	03	03	03	03	03	03
SPOILS	-	01	01	01	01	01	01	01	01	01
TOTAL	09	11	09	04	04	04	05	03	04	04
NET SALES	2 27	2 60	2 30	1 93	2 28	2 02	2 03	1 95	2 02	2 20
PRIME COST	1 21	1 48	1 25	1 25	1 29	1 24	1 21	1 04	1 38	1 28
PROCESSING COST	64	59	40	54	60	61	61	74	59	59
TOTAL COST OF SALES	1 85	2 07	1 85	1 79	1 89	1 [illegible]	1 82	1 78	1 [illegible]	1 87
GROSS PROFIT	42	53	15	14	36	22	21	17	21	33
SELLING	56	21	13	49	210	62	86	46	69	47
GENERAL & ADMINISTRATIVE	05	[illegible]	[illegible]	05	04	05	05	05	[illegible]	04
TOTAL EXPENSE	56	[illegible]	12	54	46	67	92	51	[illegible]	53
OPERATING PROFIT	[illegible]	[illegible]	[illegible]	[illegible]	10	[illegible]	71			

1759.

[fol. 1760-1760a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT For 19[illegible]

Year to Date

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	304 885	295 499	57 592	265 395	913 303	326 635	143 470	28 409	51 [illegible]	[illegible] 017
2											
3	GROSS SALES	703 020 58	7[illegible] 421 [illegible]	126 818 09	570 020 58	2144 990 92	759 032 05	322 975 85	69 [illegible]	[illegible]	3284 871 36
4	DISCOUNTS										
5	FREIGHT	14 915 48	29 043 20	10 792 56	64 994 29	119 750 53	105 099 73	42 356 24	9 [illegible]	[illegible]	283 329 20
6	SPOILS	1 481 58	1 406 04	[illegible] 74	1 298 20	4 475 56	1 456 31	550 50	[illegible] 127 [illegible]	[illegible]	[illegible] 410 00
7	TOTAL	16 402 06	30 448 24	11 [illegible] 50	66 292 49	124 226 09	106 756 24	42 906 74	10 050 15	145 [illegible]	289 959 20
8											
9	NET SALES	686 618 36	701 183 19	124 [illegible] 7[illegible]	503 728 09	2020 764 83	652 275 81	274 049 11	49 880 32	976 167 24	2996 932 05
10											
11	PRIME COST	379 918 73	210 327 59	72 810 71	314 464 48	1155 995 59	390 340 22	167 416 56	23 421 80	581 238 58	1737 234 17
12	PROCESSING COST	117 997 10	103 328 53	20 017 53	[illegible] 915 53	331 558 68	110 376 06	46 476 18	[illegible] 819 [illegible]	[illegible]	499 275 59
13	TOTAL COST OF SALES	493 889 83	313 656 12	92 828 32	340 380 01	1487 554 27	500 716 28	213 892 74	33 [illegible]	[illegible]	[illegible] 509 76
14											
15	GROSS PROFIT	192 728 53	211 527 07	[illegible] 006 47	97 348 09	533 210 56	151 559 53	60 176 37	16 [illegible]	[illegible]	741 422 82
16											
17	SELLING	139 784 50	[illegible]	21 [illegible] 03	[illegible] 894 95	404 101 04	205 948 16	101 232 14	18 100 54	[illegible]	729 982 90
18	GENERAL & ADMINISTRATIVE	13 [illegible]		2 [illegible] 07	11 [illegible] 77	40 358 71	13 613 60	5 [illegible]	1 [illegible]	[illegible]	59 212 26
19	TOTAL EXPENSE	153 [illegible]	[illegible]	23 [illegible] 39	[illegible] 994 44	444 459 77	218 561 76	107 063 34	19 [illegible]	[illegible]	789 195 16
20											
21	OPERATING PROFIT	38 [illegible]	[illegible]	8 [illegible]	[illegible]	88 750 79	[illegible] 67 [illegible]	41 [illegible]	[illegible] 2 634 [illegible]	[illegible]	[illegible] 27 772 84
22											
23	PER CASE: GROSS SALES	2 30	2 58	2 35	2 15	2 35	2 25	2 25	2 64	2 27	2 32
24	DISCOUNTS										
25	FREIGHT	05	10	19	25	14	31	34	44	33	20
26	SPOILS	-	-	-	-	-	-	-	-	-	-
27	TOTAL	05	10	19	25	14	31	34	44	33	20
28											
29	NET SALES	2 25	2 48	2 16	1 90	2 21	1 74	1 91	2 20	1 94	2 12
30	PRIME COST	1 23	1 32	1 25	1 19	1 27	1 14	1 17	1 04	1 16	1 23
31	PROCESSING COST	39	34	35	34	36	29	32	43	33	35
32	TOTAL COST OF SALES	1 62	1 74	1 60	1 53	1 63	1 43	1 49	1 47	1 49	1 58
33	GROSS PROFIT	63	74	56	37	58	45	42	73	45	54
34	SELLING	46	34	38	55	44	61	71	80	69	52
35	GENERAL & ADMINISTRATIVE	04	05	04	04	04	04	04	04	04	04
36	TOTAL EXPENSE	50	39	42	59	48	65	75	84	68	56
37											
38	OPERATING PROFIT	13	35	14	[illegible] 2	10	[illegible] 20	33	11	[illegible] 23	[illegible]
39											
40											
41	Deals	74 252 75	[illegible]	11 [illegible]	[illegible]	[illegible]	[illegible]	67 [illegible]	[illegible]	[illegible]	[illegible]
	Per Case	34	14	20	36	[illegible]					

[fol. 1761-1761a]

CARNATION COMPANY - FROZEN FOODS DIVISION Pla (14) for I.D.

TERRITORIAL PROFIT & LOSS STATEMENT December 19 60

	So. Cal	No. Cal	Ariz. & E.P.	Pac. N.W.	So. West	So. C. A.	West Cent.	Total
9" Fruit	9200	23.590	5134	2118	410	795	6	40,494
28" Fruit	15428	12.397	4180	10.712	20,584	5947	7.347	74,647
Cheese	1831	2.557	735	423	2.679	1405	1.453	11.625
Other	1041	79	-	15	25	-	-	1.161
Total	27.100	39.411	9.995	13.268	24.555	8.227	8.806	127.887

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA & El Paso 12-60	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	27 100	39 411	9 995	12 378	88 884	24 556	7 287	5 831	37 673	127 887
GROSS SALES	59 234 91	105 516 61	23 413 30	26 629 46	214 794 28	51 121 80	17 654 88	12 202 56	80 978 44	295 772 72
DISCOUNTS										
FREIGHT	099 51	4 364 59	2 218 44	4 063 70	11 738 24	1 837 21	2 919 02	618 22	10 361 45	22 099 69
SPOILS	305 53	544 07	120 75	137 34	1 107 89	263 68	91 05	62 84	417 57	1 525 58
TOTAL	1 404	4 908 86	2 439 19	4 201 04	12 846 13	7 092 89	3 010 07	681 18	10 779 14	23 625 27
NET SALES	57 830 87	100 607 75	20 974 11	22 428 42	201 948 15	44 028 81	14 644 81	11 532 38	70 205 50	272 153 65
PRIME COST	37 603 18	57 094 48	14 445 43	15 359 55	126 592 64	28 266 68	9 772 33	6 610 93	44 649 94	171 182 58
PROCESSING COST	17 162 72	24 280 63	1 124 73	7 370 43	54 939 50	16 837 94	5 680 18	4 082 10	26 600 22	81 587 72
TOTAL COST OF SALES	54 766 90	83 375 11	20 600 16	22 729 97	181 472 14	45 104 62	15 452 51	10 693 03	71 250 16	252 722 30
GROSS PROFIT	3 170 97	17 232 64	373 95	301 55	20 476 01	1 076 31	807 70	839 35	1 044 61	19 431 35
SELLING	2 [illegible] 29	15 550 84	6 598 [illegible]	5 237 17	36 397 45	14 461 02	5 726 77	2 674 04	22 860 83	59 252 28
GENERAL & ADMINISTRATIVE	[illegible] 61	3 911 [illegible]	815 [illegible]	871 99	7 851 42	1 711 81	569 37	449 32	2 730 [illegible]	10 581 12
TOTAL EXPENSE	11 [illegible] 29	19 462 48	7 357 59	6 109 16	44 249 07	16 172 83	6 295 14	3 123 36	25 590 [illegible]	69 839 40
OPERATING PROFIT	[illegible] 14 [illegible]	[illegible] 229 [illegible]	[illegible] 983 [illegible]	[illegible] 410 71	23 773 06	17 249 14	7 102 84	2 223 01	26 434 99	50 402 05
CASE: GROSS SALES	2.19	2.67	2.34	[illegible]5	2.41	2.08	2.13	2.09	2.09	2.31
DISCOUNTS										
FREIGHT	.04	.11	.23	.33	.13	.28	.35	.10	.27	.17
SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
TOTAL	.05	.12	.24	.34	.14	.29	.36	.11	.28	.18
NET SALES	2.14	2.55	2.10	1.81	2.27	1.79	1.77	1.98	1.81	2.13
PRIME COST	1.39	1.49	1.45	1.[illegible]	1.42	1.15	1.18	1.14	1.15	1.34
PROCESSING COST	.63	.62	.61	.59	.62	.48	.48	.70	.69	.64
TOTAL COST OF SALES	2.02	2.11	2.06	1.[illegible]	2.04	1.63	1.66	1.84	1.84	1.99
GROSS PROFIT	.12	.44	.04	[illegible]	.23	.04	.09	.14	.03	.15
SELLING	.34	.39	.65	.42	.41	.59	.69	.46	.59	.47
GENERAL & ADMINISTRATIVE	.09	.10	.08	.07	.09	.07	.08	.07	.07	.07
TOTAL EXPENSE	.42	.49	.73	.49	.50	[illegible]	.77	.53	.66	.55
OPERATING PROFIT	.30	.05	.69	.51	.27	.72	.86	.39	.69	.40
Deal Cost Per Case	.128	.111	.441	.169	1764	.453	.436	.217	.348	.217

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT January 19 61

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA El Paso	PACIFIC NW. & INTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL	
CASE SALES	40 401	33 707	4 800	17 162	96 274	37 230	12 [illegible]	3 276	52 400	148 230	1
GROSS SALES	92 891 90	91 753 62	12 210 32	40 071 40	236 142 29	82 151 02	25 542 45	2 947 16	116 640 49	352 782 98	2
DISCOUNTS	1 757 05	4 242 84	1 405 86	5 432 71	12 839 79	12 246 42	3 422 83	1 247 59	17 202 78	30 042 41	3
FREIGHT	312 01	510 84	41 86	135 77	900 08	578 38	74 63	30 20	683 07	1 195 15	4
SPOILS	2 069 99	4 554 12	1 447 23	5 562 48	13 639 82	12 316 74	3 774 84	1 277 79	17 429 22	31 237 76	5
TOTAL											6
NET SALES	90 816 91	87 213 47	10 762 10	34 502 92	222 504 42	69 442 34	21 764 63	7 422 37	98 611 20	321 515 62	7
PRIME COST	51 734 86	50 260 20	6 719 78	21 615 18	130 329 87	43 471 92	14 005 13	4 336 75	61 273 80	192 203 67	8
PROCESSING COST	30 [illegible]	27 [illegible]	3 232 09	12 552 74	74 288 28	17 422 02	5 206 30	2 002 79	25 242 51	100 130 79	9
TOTAL COST OF SALES	82 [illegible]	78 136 63	10 542 87	34 173 89	205 217 65	60 904 94	19 211 43	6 399 49	87 116 34	292 334 46	10
GROSS PROFIT	7 [illegible]	9 [illegible]	219 [illegible]	329 03	17 324 77	8 [illegible]	1 954 16	1 239 23	11 396 04	29 120 [illegible]	11
SELLING	9 [illegible]	11 [illegible]	1 411 39	5 [illegible]	32 309 07	15 [illegible]	5 226 52	1 934 81	22 [illegible]	51 134 [illegible]	12
GENERAL & ADMINISTRATIVE	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	13
TOTAL EXPENSE	12 [illegible]	15 [illegible]	3 [illegible]	6 [illegible]	36 [illegible]	17 [illegible]	6 [illegible]	2 [illegible]	31 [illegible]	82 [illegible]	14
OPERATING PROFIT	5 [illegible]	1 [illegible]	[illegible]	[illegible]	19 117 [illegible]	8 [illegible]	1 [illegible]	[illegible]	[illegible]	[illegible]	15
PER CASE: GROSS SALES	2 27	2 [illegible]	2 54	2 33	2 48	2 [illegible]	2 09	2 24	2 13	2 [illegible]	16
DISCOUNTS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	17
FREIGHT	[illegible]	13	29	31	13	33	30	31	[illegible]	30	18
SPOILS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	19
TOTAL	05	[illegible]	30	32	14	37	31	33	[illegible]	21	20
NET SALES	2 22	2 [illegible]	2 24	[illegible]	2 34	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	21
PRIME COST	1 27	1 49	1 40	[illegible]	1 [illegible]	1 [illegible]	1 [illegible]	1 [illegible]	1 [illegible]	2 14	22
PROCESSING COST	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	23
TOTAL COST OF SALES	2 [illegible]	2 31	2 20	[illegible]	2 [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	24
GROSS PROFIT	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	25
SELLING	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	26
GENERAL & ADMINISTRATIVE	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	27
TOTAL EXPENSE	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	28
OPERATING PROFIT	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	29
											30
Real Cost Per Case	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	31

[fol. 1763-1763a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT [illegible] 19 [illegible]

Year To Date

	So. Cal.	No. Cal.	Ariz. & Pac. NW	[illegible]	So. Cent.	So. East	Mid. & E.	Total
[illegible]	148,740	54,147	11,520	122,232	152,522	57,127	32,146	630,470
[illegible]	50,798	115,179	19,375	4,186	[illegible]	[illegible]	[illegible]	192,255
[illegible]	34,201	46,177	12,935	14,024	35,541	20,197	9,242	173,313
Other	5,945	2,497	593	542	1,303	545	[illegible]	11,015
Total	247,797	217,824	43,343	185,984	135,285	83,443	41,218	1,007,043

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	244,797	212,020	43,343	195,006	701,166	195,835	82,448	41,818	319,496	1,020,662
GROSS SALES	575,062.02	589,117.33	113,874.25	437,736.56	1715,792.16	418,348.42	174,402.29	87,623.44	680,380.35	2396,172.99
DISCOUNTS										
FREIGHT	13,538.89	24,211.35	9,874.31	46,196.36	93,820.91	55,648.00	26,514.85	6,814.15	88,977.00	182,797.91
SPOILS	1,207.13	1,220.91	280.14	901.96	3,610.14	228.05	371.39	175.74	1,435.68	5,045.82
TOTAL	14,745.97	25,432.26	10,154.45	47,098.32	97,431.05	55,876.05	26,886.24	6,989.89	90,412.68	187,843.73
NET SALES	560,316.05	563,684.97	103,719.80	390,638.24	1618,361.59	361,812.37	147,521.66	80,633.75	589,967.67	2208,329.26
PRIME COST	316,966.32	312,218.37	59,[illegible].59	238,094.18	926,529.39	221,756.76	92,984.02	45,392.62	360,133.40	1286,728.79
PROCESSING COST	117,309.63	106,803.77	21,999.20	76,790.86	322,858.56	92,763.92	39,336.13	20,149.48	152,249.53	475,108.09
TOTAL COST OF SALES	434,275.95	419,022.14	81,259.72	314,885.04	1249,447.95	314,520.68	132,320.15	65,542.10	512,382.93	1761,836.88
GROSS PROFIT	126,040.10	144,597.75	22,522.61	75,753.20	368,913.64	47,291.69	15,201.40	15,091.65	77,584.74	446,498.38
SELLING	89,552.59	87,476.03	16,025.49	102,122.33	295,182.44	82,999.80	36,907.61	19,438.90	139,346.31	434,528.75
GENERAL & ADMINISTRATIVE	15,447.39	15,588.04	2,791.47	10,433.50	44,210.57	10,077.25	4,035.25	2,141.16	16,253.66	60,464.23
TOTAL EXPENSE	105,005.98	103,064.07	18,816.96	112,555.83	339,393.01	93,077.05	40,942.86	21,580.06	155,599.97	494,992.98
OPERATING PROFIT	21,034.12	41,533.68	3,705.65	[illegible]	29,520.63	45,785.36	[illegible]	[illegible]	[illegible]	[illegible]
PER CASE: GROSS SALES	2.26	2.70	2.43	2.26	2.45	2.14	2.12	2.13	2.13	2.35
DISCOUNTS										
FREIGHT	.05	.11	.23	.24	.13	.28	.32	.16	.27	.17
SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
TOTAL	.06	.12	.24	.25	.14	.29	.33	.17	.28	.18
NET SALES	2.29	2.58	2.39	2.00	2.31	1.85	1.79	1.96	1.85	2.16
PRIME COST	1.29	1.43	1.37	1.22	1.32	1.13	1.13	1.10	1.13	1.26
PROCESSING COST	.48	.49	.50	.39	.46	.48	.48	.49	.48	.47
TOTAL COST OF SALES	1.77	1.92	1.87	1.61	1.78	1.61	1.61	1.59	1.61	1.73
GROSS PROFIT	.52	.66	.52	.39	.53	.24	.18	.37	.24	.43
SELLING	.37	.40	.37	.52	.42	.43	.44	.47	.43	.43
GENERAL & ADMINISTRATIVE	.06	.07	.06	.06	.06	.05	.05	.05	.05	.05
TOTAL EXPENSE	.43	.47	.43	.58	.48	.47	.49	.52	.48	.48
OPERATING PROFIT	.09	.19	.09	.10	.04	.23	.31	.15	.24	[illegible]
Real Cost Per Case	.226	.211	.247	.369	.261	.279	.281	.294	.281	[illegible]

1763

[fol. 1764-1764a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT May 1961

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW & MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	60 080	47 890	12 826	42 954	163 749	41 570	18 665	11 609	71 834	235 583
GROSS SALES	143 298 11	130 204 99	33 537 41	96 627 12	403 667 63	84 416 56	40 980 97	22 597 17	147 974 70	551 642 33
DISCOUNTS										
FREIGHT	9 108 89	4 880 77	2 284 93	9 789 28	20 015 97	10 591 51	5 816 42	1 914 54	18 322 51	38 338 45
SPOILS	218 04	198 12	54 62	147 63	614 81	188 44	62 35	34 34	285 13	899 94
TOTAL	9 326 93	5 080 89	2 285 95	9 936 41	20 630 18	10 719 95	5 878 81	1 948 88	18 547 64	39 177 82
NET SALES	139 971 18	125 124 10	31 251 46	86 690 71	383 037 45	73 696 61	35 102 16	20 648 29	129 427 06	512 464 51
PRIME COST	99 121 43	68 118 69	14 424 86	53 044 63	234 709 60	45 403 37	20 883 76	12 528 30	78 815 43	295 025 09
PROCESSING COST	32 865 20	26 344 90	7 577 29	19 585 96	85 874 35	61 335 46	9 722 87	5 859 20	36 917 33	122 784 55
TOTAL COST OF SALES	111 546 63	94 463 59	24 003 15	72 630 59	302 444 01	66 739 03	30 046 13	18 450 50	115 236 61	417 279 47
GROSS PROFIT	28 424 55	30 660 51	7 248 31	14 060 07	80 393 44	6 957 58	5 056 03	2 177 79	14 191 40	94 584 89
SELLING	21 229 92	25 398 10	5 769 42	32 962 68	93 355 12	18 421 84	8 067 62	5 455 17	31 943 43	130 898 55
GENERAL & ADMINISTRATIVE	3 220 98	3 022 89	754 32	2 094 02	9 258 21	1 279 98	847 78	498 22	3 125 98	12 378 19
TOTAL EXPENSE	24 606 90	28 420 99	6 523 74	35 056 70	102 607 33	19 701 82	8 915 40	5 953 39	35 069 41	143 676 74
OPERATING PROFIT	3 821 65	2 240 02	724 57	26 994 63	27 813 39	13 243 64	3 858 77	3 775 60	20 878 01	42 091 90
PER CASE: GROSS SALES	2.39	2.72	2.61	2.25	2.47	2.03	2.20	1.94	2.06	2.34
DISCOUNTS										
FREIGHT	.05	.10	.16	.22	.12	.25	.31	.15	.25	.16
SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
TOTAL	.06	.11	.17	.23	.13	.26	.32	.16	.26	.17
NET SALES	2.33	2.61	2.44	2.02	2.34	1.77	1.88	1.78	1.80	2.17
PRIME COST	1.32	1.42	1.09	1.38	1.32	1.09	1.09	1.09	1.09	1.25
PROCESSING COST	.54	.55	.59	.46	.53	.51	.52	.50	.51	.52
TOTAL COST OF SALES	1.86	1.97	1.68	1.84	1.85	1.60	1.61	1.59	1.60	1.77
GROSS PROFIT	.47	.44	.56	.38	.49	.17	.27	.19	.20	.40
SELLING	.46	.53	.45	.91	.60	.44	.43	.47	.44	.55
GENERAL & ADMINISTRATIVE	.06	.06	.05	.05	.06	.05	.05	.04	.05	.05
TOTAL EXPENSE	.52	.59	.50	.96	.66	.49	.48	.51	.49	.60
OPERATING PROFIT	.05	.05	.06	.63	.17	.70	.21	.32	.29	.20
Deal Cost Per Case	.32	.32	.29	.94	.73	.80	.87	.81	.89	.92

[fol. 1765-1765a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT ... Jan 19 61

Year To Date

2"	241,827	182,68	[illegible]	[illegible]	215,427	109,176	55,517	1,220,759
9"	99,924	64,230	[illegible]	[illegible]	[illegible]	7,347	122	452,423
Creamed	86,502	110,717	58,100	[illegible]	[illegible]	51,928	22,927	425,123
Other	13,971	3,177	925	10	3,517	1648	-	22,648
Total	555,424	508,340	144,412	385,58	[illegible]	170,119	78,422	2,178,101

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	555 024	508 560	106 418	335 380	1505 182	424 177	170 119	78 623	672 919	2178 101
2											
3	GROSS SALES	1301 070 40	1335 566 01	291 230 90	769 232 03	3747 098 79	917 215 34	376 764 57	175 090 40	1477 070 31	5218 169 10
4	DISCOUNTS										
5	FREIGHT	30 874 27	52 094 99	25 298 62	85 826 26	198 614 14	109 277 52	51 259 98	12 786 33	173 322 83	371 940 03
6	SPOILS	2 902 67	3 091 88	612 41	1 678 84	8 285 70	2 080 03	873 19	379 52	3 333 74	11 618 44
7	TOTAL	93 892 84	60 186 87	25 911 03	87 505 16	206 901 89	111 357 61	52 133 17	13 165 85	176 656 63	383 558 47
9											
9	NET SALES	1207 771 56	1325 379 14	265 319 27	681 726 98	3540 196 95	807 857 73	324 631 40	161 924 55	1294 413 68	4834 610 63
10											
11	PRIME COST	703 874 49	721 360 13	146 633 28	405 808 65	1977 174 70	481 562 96	193 905 52	87 328 24	762 796 72	2739 973 42
12	PROCESSING COST	258 897 68	242 984 49	53 317 47	139 771 92	694 024 16	207 721 05	85 825 47	39 321 00	332 867 52	1026 891 68
13	TOTAL COST OF SALES	962 772 72	964 344 62	199 002 75	545 580 57	2671 200 86	689 284 01	279 730 99	126 649 24	1095 664 24	3766 865 10
14											
15	GROSS PROFIT	304 998 84	361 034 52	66 316 52	136 146 41	868 996 09	118 573 72	44 900 41	35 276 31	198 749 44	1067 746 53
16											
17	SELLING	248 406 91	254 575 18	51 314 97	174 485 70	728 782 76	172 776 13	75 553 70	42 843 13	291 172 96	1020 175 72
18	GENERAL & ADMINISTRATIVE	32 883 26	33 845 57	6 771 59	17 401 36	91 011 78	21 826 41	8 447 86	4 197 90	33 972 17	124 983 95
19	TOTAL EXPENSE	281 490 17	288 420 76	58 106 56	191 887 06	819 794 54	194 602 54	84 001 56	47 041 03	325 145 13	1145 939 67
20											
21	OPERATING PROFIT	23 507 67	72 613 77	8 209 96	(55 330 65)	49 001 55	(75 428 82)	(39 101 15)	(11 785 72)	(126 315 69)	(77 814 14)
22											
23	PER CASE: GROSS SALES	2 35	2 78	2 74	2 29	2 49	2 17	2 21	2 23	2 19	2 40
24	DISCOUNTS										
25	FREIGHT	05	11	24	25	13	26	29	16	26	17
26	SPOILS	01	01	01	01	01	01	01	01	01	01
27	TOTAL	06	12	25	26	14	27	30	17	27	18
28											
29	NET SALES	2 29	2 61	2 49	2 03	2 35	1 90	1 91	2 06	1 92	2 22
30	PRIME COST	1 27	1 42	1 38	1 21	1 31	1 13	1 14	1 11	1 13	1 26
31	PROCESSING COST	47	48	49	42	46	49	51	50	50	47
32	TOTAL COST OF SALES	1 74	1 90	1 87	1 63	1 77	1 62	1 65	1 61	1 63	1 73
33	GROSS PROFIT	55	71	62	40	58	28	26	45	29	49
34	SELLING	45	50	48	51	49	41	44	55	43	46
35	GENERAL & ADMINISTRATIVE	06	07	06	05	06	05	05	05	05	06
36	TOTAL EXPENSE	51	57	54	56	55	46	49	60	48	52
37											
38	OPERATING PROFIT	04	14	07	(16)	08	(18)	(23)	(15)	(19)	(03)
39											
40	Deal Amount	168 558 71	157 092 53	34 511 07	120 146 21	480 338 52	102 394 67	45 605 20	22 740 44	182 740 31	663 078 83
41	Deal Cost Per Case	304	309	325	358	319	255	268	346	272	304

[fol. 1766-1766a]

CARNATION COMPANY - FROZEN FOODS DIVISION Plaintiff's Exhibit No. 16 for Id.

TERRITORIAL PROFIT & LOSS STATEMENT March 1960

Year To Date

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA & El Paso	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	262 955	263 414	57 830	81 480	665 273	142 604	66 248	17 413	226 265	892 142
2											
3	GROSS SALES	555 [illegible] 50	422 954 70	166 795 96	201 793 46	1687 165 62	318 812 95	164 025 71	40 488 38	523 326 99	2130 552 61
4	DISCOUNTS										
5	FREIGHT	14 641 36	28 337 86	15 191 42	24 740 53	82 910 67	34 564 14	18 273 90	3 754 50	56 592 54	139 503 21
6	SPOILS	1 [illegible] 69 42	1 966 61	481 83	590 53	4 632 59	921 64	478 42	119 41	1 519 47	6 152 26
7	TOTAL	16 34 98	30 303 97	15 673 25	25 331 06	87 543 26	35 485 78	18 752 52	3 873 91	58 118 21	145 655 47
8											
9	NET SALES	539 [illegible] 86 52	652 650 [illegible]	151 122 71	176 462 40	1519 622 36	283 327 17	145 333 19	36 614 42	465 274 [illegible]	1985 [illegible] 14
10											
11	PRIME COST	391 [illegible] 57 31	370 303 72	84 027 39	98 217 93	890 806 42	163 720 92	77 861 21	19 820 91	261 403 04	1152 209 46
12	PROCESSING COST	116 [illegible] 75 76	117 270 41	27 123 76	35 822 07	296 912 00	69 703 40	34 362 82	8 829 26	112 895 48	409 807 48
13	TOTAL COST OF SALES	454 953 07	487 574 20	111 151 15	134 040 00	1187 718 42	233 424 32	112 224 03	28 650 17	374 298 52	1562 016 94
14											
15	GROSS PROFIT	84 433 45	165 076 53	39 971 56	42 422 40	331 903 94	49 902 85	33 109 16	7 964 25	90 976 26	422 880 20
16											
17	SELLING	94 677 15	96 712 43	25 865 18	37 654 20	254 908 96	59 712 33	34 267 07	7 293 77	101 213 17	356 122 13
18	GENERAL & ADMINISTRATIVE	16 843 74	20 570 67	4 793 31	5 589 20	47 796 92	8 868 80	4 584 91	1 177 89	14 631 60	62 430 52
19	TOTAL EXPENSE	111 520 89	117 283 10	30 658 49	43 243 40	302 705 88	68 581 13	38 843 98	8 471 66	115 845 27	418 551 15
20											
21	OPERATING PROFIT	27 027 44	47 793 43	[illegible]	9 179 00	29 198 06	18 684 72	5 734 82	457 41	24 877 01	4 329 05
22											
23	PER CASE: GROSS SALES	2 11	2 59	2 88	2 47	2 41	2 24	2 48	2 33	2 31	2 39
24	DISCOUNTS										
25	FREIGHT	05	10	26	30	12	24	28	22	24	16
26	SPOILS	01	01	01	01	01	01	01	01	01	01
27	TOTAL	06	11	27	31	13	25	29	23	25	17
28											
29	NET SALES	2 05	2 48	2 61	2 16	2 28	1 99	2 19	2 10	2 06	2 22
30	PRIME COST	1 39	1 41	1 45	1 20	1 34	1 15	1 17	1 14	1 16	1 29
31	PROCESSING COST	44	44	47	44	45	49	52	51	50	46
32	TOTAL COST OF SALES	1 73	1 85	1 92	1 64	1 79	1 64	1 69	1 65	1 66	1 75
33	GROSS PROFIT	32	63	69	52	49	35	50	45	40	47
34	SELLING	26	37	62	34	38	42	52	41	45	48
35	GENERAL & ADMINISTRATIVE	06	08	08	07	07	06	07	07	06	07
36	TOTAL EXPENSE	42	45	70	41	45	42	59	48	51	—
37											
38	OPERATING PROFIT	10	17	01	11	04	13	09	03	11	—
39											
40	Total Deal Account	69 737 29	47 495 29	27 106 71	14 564 51	148 905 75	89 [illegible] 49	21 891 05	3 545 27	65 [illegible] 81	213 944 56
41	Deal Cost Per Case	227	180	469	178	324	275	880	225	224	240

1760

[fol. 1767-1767a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT May 1962

	So. Calif.	No. Calif.	Pac. N.W.	Ariz. N.M.	So. Dist.	So. Cent.	West Cent.	Total
8"	23.922	15.470	675	2183	14.752	3427	1.019	61.662
9"	10.921	21.222	2138	722	445	1752	184	47.981
Creamos	14.874	11.223	2745	6252	6536	4981	2491	50.173
Other	418	25	—	10	190	35	222	1.766
Totals	49.605	53.154	12.128	16.225	22.123	10.195	4.499	161.582

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA El Paso	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	49 605	53 154	12 628	16 325	131 714	22 123	10 201	4 499	84 823	161 582
GROSS SALES	185 442 92	132 221 08	27 831 96	41 514 05	332 410 01	49 619 12	25 995 87	10 832 91	25 247 90	407 257 91
DISCOUNTS										
FREIGHT	2 211 91	5 176 32	3 824 41	5 251 48	15 464 12	4 999 63	2 413 48	1 702 41	9 815 49	24 979 32
SPOTS	289 94	379 19	102 15	113 22	884 30	134 11	71 30	22 02	225 47	1 113 84
TOTAL	2 501 15	5 555 51	3 926 56	5 364 70	16 348 42	5 125 74	2 484 78	1 724 43	9 331 11	26 093 16
NET SALES	182 941 77	132 665 56	24 185 42	36 149 49	316 061 84	44 493 38	23 510 77	5 502 44	76 294 79	392 152 33
PRIME COST	62 709 33	74 330 74	18 332 35	19 872 35	174 994 97	25 529 29	12 254 97	4 972 97	42 241 93	217 351 41
PROCESSING COST	25 494 15	25 664 13	4 127 43	7 713 53	62 661 24	10 705 78	5 228 90	2 385 83	18 314 05	80 975 47
TOTAL COST OF SALES	34 398 97	99 994 89	24 519 98	24 725 88	237 656 21	36 233 49	17 577 87	7 363 80	61 175 96	298 326 97
GROSS PROFIT	14 542 80	32 818 67	3 665 44	9 362 61	78 405 63	8 259 89	5 732 90	1 139 64	15 118 83	93 524 46
SELLING	10 781 88	14 875 61	10 572 00	7 232 16	55 189 82	4 784 16	3 422 45	3 572 60	11 779 21	66 969 03
GENERAL & ADMINISTRATIVE	2 497 70	4 765 58	1 225 05	1 292 49	10 986 39	1 597 89	837 33	305 99	2 741 21	13 727 60
TOTAL EXPENSE	13 279 58	25 244 57	13 797 05	8 630 45	66 176 11	14 382 05	9 259 77	5 177 99	28 919 81	95 095 92
OPERATING PROFIT	(1 951 78)	7 574 10	(9 931 61)	732 16	12 229 52	(5 122 16)	(3 527 87)	(4 038 35)	(13 801 02)	(1 571 50)
PER CASE: GROSS SALES	2 12	2 49	2 15	2 51	2 45	2 24	2 55	2 27	2 28	2 43
DISCOUNTS										
FREIGHT	04	10	04	02	12	02	04	07	05	17
SPOTS	01	01	01	01	01	01	01	01	01	01
TOTAL	05	11	05	03	13	03	05	08	06	18
NET SALES	2 07	2 38	2 10	2 48	2 32	2 01	2 50	2 19	2 22	2 25
PRIME COST	1 26	1 40	1 45	1 17	1 32	1 15	1 21	1 11	1 16	1 29
PROCESSING COST	52	47	17	47	47	48	51	53	50	48
TOTAL COST OF SALES	1 78	1 87	1 62	1 64	1 80	1 63	1 72	1 64	1 66	1 77
GROSS PROFIT	29	53	34	57	52	38	54	35	41	50
SELLING	20	29	1 00	45	42	29	33	63	44	47
GENERAL & ADMINISTRATIVE	07	09	09	08	08	07	08	07	07	08
TOTAL EXPENSE	27	47	1 09	53	50	66	91	70	73	55
OPERATING PROFIT	(04)	15	(33)	04	02	(28)	(35)	(45)	(32)	(05)
Deal Cost Per Case	154	203	234	271	253	431	426	389	420	303

[fol. 1768-1768a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
December, 1960

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-STERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST. ON % OF $ SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
1		01 Wages & Salaries								1 [illegible] 00	725 00		
2		03 Social Security								20 00	20 00		
3		04 Insurance-Ind.								22 52	22 52		
4		05 Health & Welfare											
5		13 Office Supplies											
6		14 Ice Purchases											
7		16 Collection & Exchange											
8		19 General Supplies											
9		20 Fuel											
10		22 Water											
11		23 Telephone & Telegraph											
12		24 Dues & Subscriptions								41 77	41 77		
13		27 Repair Mat'l, M & E											
14		28 Demonstrations				14 50				14 50		14 50	
15		29 Distressed Mdse								775 00	775 00		
16		30 Freight								72 08	72 08		
17		34 Brokerage - Brokers	2 249 34	4 184 89	928 58	1 056 14	2 027 49	700 30	484 19	1 740 93		11 130 83	
18		35 Brokerage - Carnation								9 939 84			
19		36 Samples & Donations	35 93	163 03	4 54	58 33	277 28	69 35	22 72	422 78		422 78	
20		38 Travel & Local	6 60							6 60		6 60	
21		39 Bad Debts											
22		40 Advertising								3 300 00	3 300 00		
23		41 Coop. Advertising								4 473 32	4 473 32		
24		44 Deals	3 473 22	4 392 90	4 402 10	2 023 04	2 414 96	3 533 43	1 267 53	13 328 70	13 328 70		
25		45 Depreciation								27 833 82		27 833 82	
26		46 Taxes, Other											
27		47 Licenses								1 713 50	1 713 50		
28		48 Insurance											
29		50 Rent, Public Whse	35 86	2 170 40	24 49	552 17	528 98	449 36	902 52	4 047 00		4 047 00	
30		51 Rent, Equipment								185 50	185 50		
31		55 Miscellaneous								475 28	475 26		
32													
33													
34													
35		Sub-Total	5 276 95	10 911 22	5 345 71	3 710 26	11 [illegible] 31	4 750 84	1 [illegible] 46	59 252 28		44 242 39	
36													
37		Expense Dist. on Net Sales	3 190 28	4 637 42	1 174 50	1 456 77	2 [illegible] 71	975 42	[illegible] 52		15 015 89		
38													
39		Total	9 [illegible] 23	15 [illegible] 64	6 542 21	5 [illegible] 17	19 [illegible] 02	5 [illegible] 77	2 [illegible] 04	59 252 28			
40													
41													1768

[fol. 1769-1769a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
November, 1964

4-A

53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV.	VI SOUTH CENTRAL DIV.	VII WEST CENTRAL DIV.	GRAND TOTAL	AMOUNT DIST. ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
1	01 Wages & Salaries								1 700 00	1 700 00			1
2	03 Social Security								31 00	31 00			2
3	04 Insurance-Ind.								33 12	33 12			3
4	05 Health & Welfare												4
5	13 Office Supplies								76 31	76 31			5
6	14 Ice Purchases												6
7	16 Collection & Exchange												7
8	19 General Supplies												8
9	20 Fuel												9
10	22 Water												10
11	23 Telephone & Telegraph								164 08	164 08			11
12	24 Dues & Subscriptions												12
13	27 Repair Mat'l, M & E												13
14	28 Demonstrations				55 90				65 90		55 90		14
15	29 Distressed Mdse								109 35	109 35			15
16	30 Freight								4 24	4 24			16
17	34 Brokerage - Brokers	5 515 47	6 530 03	1 582 87	1 943 20	4 462 53	1 185 25	514 91	3 126 27		21 741 98		17
18	35 Brokerage - Carnation								18 555 71				18
19	36 Samples & Donations	32 42	84 34	35 22	106 53	75 89	52 02	61 52	428 20		49[illegible] 20		19
20	38 Travel & Local	104 33	108 95	22 37	40 72	95 03	84 82	11 01	413 24		413 24		20
21	39 Bad Debts								300 00	300 00			21
22	40 Advertising								5 367 25	5 367 25			22
23	41 Coop. Advertising								12 000 00	12 000 00			23
24	44 Deals	14 752 50	26 777 48	570 48	356 10	7 652 15	2 358 00	888 19	53 553 31		52 553 31		24
25	45 Depreciation												25
26	46 Taxes, Other								1 087 46	1 087 46			26
27	47 Licenses												27
28	48 Insurance												28
29	50 Rent, Public Whse		1 422 47	193 11	1 105 04	1 206 36	756 48	247 61	4 932 07		4 932 07		29
30	51 Rent, Equipment								176 75	176 75			30
31	55 Miscellaneous								630 94	630 94			31
32													32
33													33
34													34
35	Sub-Total	20 655 18	57 925 26	2 410 02	3 607 49	13 497 41	4 376 60	1 722 75	102 891 25		81 194 70		35
36													36
37	Expense Dist. on Net Sales	5 672 58	5 763 96	1 487 98	2 079 51	5 021 37	1 230 24	529 42		21 484 55			37
38													38
39	Total	26 173 70	40 689 21	3 892 00	5 687 00	18 533 78	5 657 84	2 252 17	102 281 25				39
40													40
41													41

[fol. 1770-1770a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT November 1960

	So. Cal	N. Cal	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
8"	50,050	27,550	[illegible]	[illegible]	47,000	[illegible]	5,200	[illegible]
2"	50796	31,483	11,150	1,500	4,850	1,050	—	67,219
Crabs	1650	2,455	451	600	5,500	1,494	1,014	14,458
Other	1774	324	49	—	70	90	—	2,333
Total	60,170	62,732	16,350	[illegible]	57,920	17,711	6,214	239,168

4

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA El Paso	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	60 120	62 782	14 354	23 470	162 742	54 769	14 311	6 246	75 326	238 068
2											
3	GROSS SALES	140 543 65	166 444 40	40 334 94	49 515 73	396 838 72	113 861 94	30 203 01	13 103 49	157 173 44	554 012 16
4	DISCOUNTS										
5	FREIGHT	2 954 51	6 690 95	2 706 25	5 986 44	17 837 95	12 917 03	3 776 03	557 94	17 251 00	36 088 95
6	SPOILS	212 13	286 76	69 42	85 30	683 67	196 11	62 03	28 58	270 77	954 44
7	TOTAL	3 166 64	6 977 71	2 776 33	6 070 94	18 521 62	13 113 19	3 838 06	586 52	17 521 77	36 043 39
8											
9	NET SALES	137 847 01	159 466 69	37 558 41	43 444 79	378 317 10	100 748 75	26 374 95	12 527 97	139 651 67	517 968 77
10											
11	PRIME COST	83 741 24	91 073 52	25 276 23	23 775 55	223 966 54	62 419 95	16 200 94	7 106 54	84 327 43	315 293 97
12	PROCESSING COST	37 257 00	39 238 01	10 340 02	13 962 43	100 797 46	24 046 96	6 873 76	3 136 39	34 057 11	134 854 57
13	TOTAL COST OF SALES	120 998 24	130 311 53	35 616 25	42 737 98	324 764 00	88 466 91	23 674 70	10 242 93	122 384 54	452 148 54
14											
15	GROSS PROFIT	16 848 77	29 155 16	1 942 16	706 81	48 553 10	12 281 84	2 700 25	2 284 04	17 267 13	65 820 23
16											
17	SELLING	24 178 70	40 689 21	3 [illegible] 00	5 427 05	74 447 96	18 528 62	5 657 42	3 287 17	27 473 22	102 921 18
18	GENERAL & ADMINISTRATIVE	3 434 12	3 972 72	935 68	1 082 81	9 424 68	2 509 85	656 91	312 01	3 478 77	12 903 45
19	TOTAL EXPENSE	29 607 33	44 661 93	4 [illegible] 68	6 769 26	85 872 64	21 038 53	6 314 33	3 599 18	29 951 01	115 823 65
20											
21	OPERATING PROFIT	12 759 05	15 506 77	3 391 27	1 142 45	37 319 54	8 751 69	3 614 10	279 11	12 649 90	49 969 47
22											
23	PER CASE: GROSS SALES	2.59	2.65	2.47	2.11	2.44	2.09	2.10	2.06	2.08	2.33
24	DISCOUNTS										
25	FREIGHT	.04	.11	.17	.26	.11	.25	.26	.09	.23	.15
26	SPOILS	—	—	—	—	—	—	—	—	—	—
27	TOTAL	.04	.11	.17	.26	.11	.25	.26	.09	.23	.15
28											
29	NET SALES	2.29	2.54	2.30	1.85	2.33	1.84	1.84	1.97	1.85	2.18
30	PRIME COST	1.39	1.45	1.55	1.03	1.41	1.14	1.17	1.12	1.17	1.33
31	PROCESSING COST	.63	.63	.63	.59	.62	.43	.43	.49	.48	.57
32	TOTAL COST OF SALES	2.01	2.08	2.18	1.82	2.03	1.62	1.65	1.61	1.63	1.90
33	GROSS PROFIT	.28	.46	.12	.03	.30	.22	.19	.36	.23	.28
34	SELLING	.43	.65	.24	.24	.47	.33	.39	.35	.35	.43
35	GENERAL & ADMINISTRATIVE	.06	.06	.06	.05	.06	.06	.05	.04	.05	.06
36	TOTAL EXPENSE	.49	.71	.30	.29	.53	.38	.44	.39	.40	.49
37											
38	OPERATING PROFIT	.31	.35	.18	.24	.23	.14	.25	.13	.17	.21
39											
40											
41	Deal Cost Per Case	.349	.424	.035	.616	.318	.140	.165	.140	.144	.235

[fol. 1771-1771a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT AND LOSS STATEMENT

October, 1960

11-1

53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
01	Wages & Salaries								1 700 00	1 700 00		
03	Social Security								31 00	31 00		
04	Insurance-Ind.								39 05	39 05		
05	Health & Welfare											
13	Office Supplies								308 39	308 39		
14	Ice Purchases											
16	Collection & Exchange											
19	General Supplies											
20	Fuel											
22	Water											
23	Telephone & Telegraph								175 82	175 82		
24	Dues & Subscriptions											
27	Repair Mat'l, M & E											
28	Demonstrations				50 75				50 75		50 75	
29	Distressed Mdse								263 25	263 25		
30	Freight											
34	Brokerage - Brokers	4 755 20	4 838 46	1 362 40	2 378 17	4 039 19	1 182 83	670 07	2 255 88		19 436 91	
35	Brokerage - Carnation								16 871 03			
36	Samples & Donations	385 98	48 43	18 13	63 48	62 44	89 64	36 07	1 423 03		629 03	
38	Travel & Local	81 14	49 72	20 19	41 91	74 38	21 59	10 50	1 310 39		819 98	
39	Bad Debts								300 00	300 00		
40	Advertising								5 045 92	5 045 92		
41	Coop. Advertising								5 205 00	5 205 00		
44	Deals	24 744 37	11 140 55	4 589 44	4 800 39	14 614 19	9 348 27	1 043 48	70 220 74		70 220 74	
45	Depreciation											
46	Taxes, Other								1 073 68	1 073 68		
47	Licenses											
48	Insurance								547 07	547 07		
50	Rent, Public Whse	58 84	2 003 17		682 56	1 153 16	848 19	610 31	5 147 71		5 147 71	
51	Rent, Equipment								185 50	185 50		
55	Miscellaneous								277 14	277 14		
	Sub-Total	29 932 98	18 108 22	5 935 16	7 957 18	19 933 31	11 490 60	2 171 03	109 652 90		95 576 50	
	Expense Dist. on Net Sales	3 576 09	3 072 76	890 02	1 347 05	3 [illegible] 72	951 52	442 67		14 075 78		
	Total	33 514 99	21 173 02	6 825 18	9 [illegible]	23 209 03	12 442 12	2 613 70				

1771

[fol. 1772-1772a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT October 1960

	So. Cal.	No. Cal.	Ariz.	Pac. NW Mtn. States	Total Western Division	South-Western Division	South Central Division	West Central Division	Total Eastern Division	Grand Total
CASE SALES	53 275	45 779	13 261	27 519	139 884	47 802	14 178	6 824	69 274	209 708
GROSS SALES	123 169 25	135 325 37	35 839 02	41 599 91	345 224 00	104 623 42	38 637 54	19 781 54	150 042 70	495 426 70
DISCOUNTS										
FREIGHT	1 478 45	5 792 37	413 41	7 193 45	15 078 28	15 820 12	4 630 90	511 69	20 570 71	35 651 59
SPOILS	278 10	374 87	77 95	136 07	742 99	281 12	69 68	82 65	931 45	1 674 44
TOTAL	1 945 75	6 075 24	491 36	7 329 52	15 841 27	15 611 24	4 743 58	544 34	20 904 16	36 745 03
NET SALES	121 223 50	119 250 43	37 777 46	54 276 39	329 542 13	89 018 88	25 888 96	14 237 20	129 145 04	458 688 67
PRIME COST	69 735 82	65 657 68	21 095 29	33 563 12	190 052 88	67 326 49	14 782 60	7 782 86	89 891 95	279 944 91
PROCESSING COST	29 435 32	24 584 01	7 431 09	14 994 07	77 964 49	27 816 74	7 892 98	4 118 88	39 828 65	117 793 14
TOTAL COST OF SALES	99 171 14	90 242 69	28 526 38	48 057 19	268 016 76	94 643 23	24 675 58	11 901 49	131 220 60	399 237 35
GROSS PROFIT	22 052 36	27 007 54	6 271 38	6 219 15	61 525 83	9 369 05	1 213 38	2 335 51	7 917 94	69 443 77
SELLING	14 992	21 173 02	6 275 18	9 364 80	71 367 98	23 209 05	12 348 12	2 438 70	37 995 87	109 363 85
GENERAL & ADMINISTRATIVE	3 259 41	2 201 59	935 61	1 457 16	7 853 77	2 896 43	636 10	882 71	3 415 24	12 269 01
TOTAL EXPENSE	26 774 40	23 374 61	7 210 79	11 821 96	79 221 75	26 105 48	12 984 22	3 321 41	41 767 09	121 988 84
OPERATING PROFIT	(4 742 04)	(3 633 07)	(939 41)	(5 602 81)	(17 696 92)	(16 736 43)	(11 770 64)	(986 90)	(33 893 87)	(52 590 79)
CASE: GROSS SALES	2 31	2 78	2 66	2 28	2 57	2 17	2 66	2 19	2 36	2 46
DISCOUNTS										
FREIGHT	03	13	04	26	11	22	38	05	29	17
SPOILS	-	-	-	-	-	-	-	-	-	-
TOTAL	03	13	09	26	11	22	38	05	29	17
NET SALES	2 28	2 65	2 62	1 97	2 46	1 95	2 28	2 14	2 07	2 29
PRIME COST	1 31	1 43	1 69	1 22	1 42	1 47	1 28	1 17	1 39	1 39
PROCESSING COST	55	58	56	53	58	61	68	59	60	58
TOTAL COST OF SALES	1 86	2 01	2 25	1 75	1 99	2 08	1 96	1 76	1 99	1 97
GROSS PROFIT	42	59	37	22	47	20	12	38	30	32
SELLING	43	46	42	35	53	51	48	36	57	54
GENERAL & ADMINISTRATIVE	06	07	07	01	06	06	02	13	05	06
TOTAL EXPENSE	49	53	49	36	59	57	50	49	62	60
OPERATING PROFIT	(07)	(07)	(12)	(14)	(13)	(37)	(38)	(11)	(32)	(28)
Deal Cost Per Case	469	343	346	179		399	459	151	257	335

[fol. 1773-1773a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT September 19 60

	S. Cal.	No. Cal.	Ariz.	Pac. NW Mtn. States	Total Western Division	S. W.	Total Eastern Division	Grand Total
	5,842	15,170	4,015	1,[illegible]	[illegible]	[illegible]	—	27,[illegible]
	4,[illegible]	8,200	1,121	15,204	[illegible]	[illegible]	892	13[illegible],230
ams	5,562	10,067	124	2,[illegible]	[illegible]	[illegible]	[illegible]	38,179
ber	1,202	240	—	80	165	75	—	1,783
al	52,340	33,777	5,[illegible]	20,05[illegible]	57,[illegible]	21,1[illegible]	2,0[illegible]	200,567

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	58 340	22 797	5 376	20 056	117 609	58 796	21 129	3 022	22 [illegible]	200 567
GROSS SALES	130 564 91	70 540 86	15 125 09	42 736 75	284 966 61	124 823 89	45 261 86	7 446 55	177 533 20	462 501 81
DISCOUNTS										
FREIGHT	2 341 75	3 497 03	1 909 36	4 764 89	14 728 13	21 088 14	5 770 53	2 625 02	[illegible]	44 223 82
SPOILS	498 16	395 46	57 70	185 94	1 087 26	476 27	172 48	88 39	[illegible]	1 764 60
TOTAL	2 846 01	[illegible]	1 967 06	4 950 83	16 825 39	21 564 41	5 943 01	2 656 41	[illegible]	45 988 42
NET SALES	127 479 90	86 495 37	13 158 03	41 784 92	269 141 22	102 262 98	39 318 05	4 790 14	147 [illegible] 17	416 512 39
PRIME COST	70 [illegible] 54	44 020 01	8 120 79	24 444 25	146 502 59	62 902 78	24 419 88	2 994 65	96 317 84	242 819 25
PROCESSING COST	[illegible] 01	15 321 46	2 167 46	[illegible] 10	39 307 03	23 892 90	[illegible] 73	1 616 07	84 303 90	33 610 93
TOTAL COST OF SALES	95 [illegible] 55	[illegible] 47	10 288 25	32 287 35	185 809 62	86 795 68	28 224 76	4 610 72	130 621 14	326 430 78
GROSS PROFIT	[illegible] 35	27 141 90	2 869 [illegible]	9 497 57	78 331 60	16 472 30	4 093 29	179 42	16 751 01	90 [illegible]
SELLING	24 472 26	18 540 09	1 889 29	[illegible] 01	47 198 [illegible]	29 224 96	11 209 16	2 021 28	42 105 [illegible]	90 [illegible]
GENERAL & ADMINISTRATIVE	3 [illegible] 40	2 [illegible] 96	[illegible] 18	1 [illegible] 18	7 [illegible]	[illegible]	1 [illegible] 32	139 38	4 257 41	[illegible]
TOTAL EXPENSE	28 361 66	18 039 00	1 889 [illegible]	10 [illegible] 19	[illegible]	38 [illegible] 89	12 344 92	2 158 21	47 [illegible] 56	[illegible]
OPERATING PROFIT	[illegible] 70	18 102 90	1 [illegible] 86	[illegible] 60	12 [illegible]	[illegible] 41	[illegible] 52	[illegible] 79	[illegible] 95	[illegible]
BASE: GROSS SALES	2 24	2 43	2 20	2 43	2 [illegible]	2 18	2 19	2 46	2 14	2 21
DISCOUNTS										
FREIGHT	.04	.11	.25	.24	.12	.34	.27	.26	.25	.22
SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
TOTAL	.05	.12	.26	.25	.12	.37	.28	.27	.36	.28
NET SALES	2.19	2.56	2.44	2.08	2.29	1.76	1.86	1.58	1.78	2.08
PRIME COST	1.20	1.30	1.51	1.20	1.25	1.17	1.15	.99	1.16	1.21
PROCESSING COST	.41	.46	.40	.41	.42	.41	.42	.53	.42	.42
TOTAL COST OF SALES	1.61	1.76	1.91	1.61	1.67	1.57	1.57	1.52	1.58	1.63
GROSS PROFIT	.58	.80	.53	.47	.62	.18	.29	.06	.20	.45
SELLING	.42	.29	.19	.44	.39	.51	.53	.66	.52	.45
GENERAL & ADMINISTRATIVE	.07	.07	.07	.04	.07	.05	.05	.05	.05	.06
TOTAL EXPENSE	.49	.36	.26	.50	.46	.56	.58	.71	.57	.51
OPERATING PROFIT	.09	.36	.27	(.03)	.16	(.39)	(.29)	(.15)	(.37)	(.06)
Deal Money per Case	.27	.15	(.01)	.25	.20	.35	.31	.24	.34	.27

[fol. 1774-1774a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
September, 1964

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMEN
1	01	Wages & Salaries								1 700 00	1 700 00		
2	03	Social Security								24 00	24 00		
3	04	Insurance-Ind.								33 00	33 00		
4	05	Health & Welfare											
5	13	Office Supplies								322 00	322 00		
6	14	Ice Purchases											
7	16	Collection & Exchange											
8	19	General Supplies								851 80	421 80		
9	20	Fuel											
10	22	Water											
11	23	Telephone & Telegraph								92 00	92 00		
12	24	Dues & Subscriptions											
13	27	Repair Mat'l, M & E											
14	28	Demonstrations											
15	29	Distressed Mdse											
16	30	Freight											
17	34	Brokerage - Brokers	4 914 79	3 468 15	549 34	1 834 51	4 498 79	1 703 72	280 22	17 409 56			17 409 56
18	35	Brokerage - Carnation								14 923 78			
19	36	Samples & Donations	321 96	74 13	14 32	148 98	13 13	40 14	14 22	632 88			632 88
20	38	Travel & Local											
21	39	Bad Debts								300 00	300 00		
22	40	Advertising								3 838 37	3 838 37		
23	41	Coop. Advertising								4 000 00	4 000 00		
24	44	Deals	15 641 13	5 145 37	75 19	5 024 95	20 634 26	1 520 65	796 69	53 687 17			53 687 17
25	45	Depreciation											
26	46	Taxes, Other								1 076 62	1 076 62		
27	47	Licenses											
28	48	Insurance								400 00	400 00		
29	50	Rent, Public Whse	34 08	1 737 74	158 25	477 99	755 46	1 585 75	924 92	5 669 19			5 669 19
30	51	Rent, Equipment								124 30	124 30		
31	55	Miscellandous								396 74	396 44		
32													
33													
34													
35		Sub-Total	20 [illegible] 92	10 345 09	662 32	7 676 93	21 [illegible] 18	9 847 14	1 816 69	96 [illegible] 14			77 398 25
36													
		Expense Dist. on Net Sales	3 765 38	2 174 75	347 17	1 290 59	3 785 32	1 359 56	195 14		12 [illegible] 95		
38													
39		Total	24 [illegible] 95	12 5[illegible] 84	1 009 49	8 977 01	25 [illegible] 50	11 20[illegible] 70	2 011 83	96 [illegible] 64			
40													
41													

1774

[fol. 1775-1775a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
August, 1960

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-ESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
1		01 Wages & Salaries								1 700 00	1 700 00		
2		03 Social Security								34 00	34 00		
3		04 Insurance-Ind.								39 11	39 11		
4		05 Health & Welfare											
5		13 Office Supplies								265 90	265 90		
6		14 Ice Purchases											
7		16 Collection & Exchange											
8		19 General Supplies											
9		20 Fuel											
10		22 Water											
11		23 Telephone & Telegraph								54	20 52		
12		24 Dues & Subscriptions											
13		27 Repair Mat'l, M & E											
14		28 Demonstrations				19 40				19 40		19 40	
15		29 Distressed Mdse								222 00	222 00		
16		30 Freight											
17		34 Brokerage - Brokers	2 247 98	4 258 42	173 11	1 429 78	3 928 60	1 959 85	601 70	2 351 25		15 188 87	
18		35 Brokerage - Carnation								12 937 62			
19		36 Samples & Donations	24 51	31 94	1 39	44 62	42 48	49 63	4 95	198 92		198 92	
20		38 Travel & Local	15 80					56 40	94 07	166 27		166 27	
21		39 Bad Debts								300 00	300 00		
22		40 Advertising								2 444 98	2 444 98		
23		41 Coop. Advertising								3 200 00	3 200 00		
24		44 Deals	23 731 96	12 480 58	1 042 30	3 660 35	10 210 47	7 886 79	2 029 04	60 200 49		40 200 49	
25		45 Depreciation											
26		46 Taxes, Other								1 044 40	1 044 40		
27		47 Licenses											
28		48 Insurance								400 00	400 00		
29		50 Rent, Public Whse	22 55	1 715 00	265 50	526 32	1 081 85	323 89	989 20	4 924 21		4 924 21	
30		51 Rent, Equipment								183 11	183 11		
31		55 Miscellaneous								481 28	421 22		
32													
33													
34													
35		Sub-Total	26 645 20	18 435 94	1 488 33	5 679 77	15 252 40	9 470 81	3 712 96	91 003 11		80 498 16	
36													
37		Expense Dist. on CASE Net Sales	1 999 65	3 605 37	118 72	934 43	2 235 77	1 459 05	403 44		10 395 30		
38													
39		Total	28 645 45	21 041 31	1 602 05	6 614 20	18 144 14	10 773 91	4 122 40	91 003 11			
40													
41						1775							

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT [illegible] 1960

	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Total
[illegible]	[illegible]	5 [illegible]	[illegible]	[illegible]	[illegible]	14 [illegible]	1 [illegible]	79 [illegible]
[illegible]	2 [illegible]	2 [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	22	31 [illegible]
[illegible]	4 [illegible]	1 [illegible]	[illegible]	[illegible]	[illegible]	3 [illegible]	3 [illegible]	52 [illegible]
[illegible]	1 [illegible]	414	—	325	[illegible]	—	—	2 [illegible]
Total	95 [illegible]	90 [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4 [illegible]	[illegible]

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	30 777	40 101	1 752	14 384	87 014	44 416	22 364	6 211	72 991	160 005
GROSS SALES	77 291 19	109 536 37	4 453 31	36 777 54	228 608 92	100 929 87	50 917 91	15 777 54	166 624 32	395 232 68
DISCOUNTS	1 585 40				1 585 40					1 585 40
FREIGHT	1 294 97	4 742 03	448 98	6 123 88	12 689 41	15 802 42	5 854 01	4 [illegible] 00	25 [illegible]	53 093 29
SPOILS	190 75	298 69	12 13	100 93	610 84	275 20	137 04	46 00	459 46	1 070 30
TOTAL	3 [illegible] 12	5 040 91	480 46	6 284 16	14 824 65	15 600 82	5 991 12	4 [illegible] 40	26 [illegible] 34	40 742 99
NET SALES	7 [illegible] 7	87 495 93	3 972 93	30 493 40	216 724 33	85 328 55	44 276 79	11 210 96	140 811 30	354 535 63
PRIME COST	32 435 22	63 084 77	2 035 33	17 944 21	111 100 18	50 197 22	24 901 46	5 943 12	81 041 22	192 142 06
PROCESSING COST	9 697 43	12 274 12	591 39	4 653 98	26 452 06	12 652 25	6 530 85	2 837 87	21 [illegible] 97	47 873 05
TOTAL COST OF SALES	47 [illegible] 65	65 358 89	2 571 71	21 898 19	137 552 24	62 849 57	31 432 30	8 [illegible] 00	[illegible]	240 015 11
GROSS PROFIT	24 082 57	39 137 04	1 401 22	595 26	73 172 09	22 473 98	12 844 49	[illegible] 94	35 348 [illegible]	111 520 58
SELLING	23 445 45	31 [illegible] 21	1 602 85	[illegible] 20	57 903 01	17 134 14	10 923 91	4 122 40	33 190 [illegible]	91 093 [illegible]
GENERAL & ADMINISTRATIVE	2 311 72	3 442 21	130 94	1 007 39	6 889 16	2 210 43	1 459 42	349 22	4 [illegible]	11 527 [illegible]
TOTAL EXPENSE	30 957 17	[illegible] 483 52	1 733 89	7 418 59	64 792 17	20 954 77	13 383 36	4 491 62	37 [illegible]	109 620 [illegible]
OPERATING PROFIT	[illegible] 918 40	14 [illegible] 52	331 47	[illegible] 96 47	[illegible] 379 92	1 517 81	460 13	[illegible] 44	[illegible]	[illegible]
PER CASE: GROSS SALES	2.43	3.73	2.59	2.64	2.59	2.27	2.25	2.77	2.28	2.75
DISCOUNTS	.05				.02					.01
FREIGHT	.04	.12	.26	.43	.14	.34	.26	.67	.34	.23
SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
TOTAL	.10	.18	.27	.44	.17	.35	.27	.68	.35	.25
NET SALES	2.33	3.60	2.27	2.12	2.42	1.92	1.98	1.81	1.93	2.20
PRIME COST	1.25	1.32	1.16	1.31	1.28	1.13	1.12	.96	1.11	1.20
PROCESSING COST	.30	.51	.31	.31	.30	.27	.29	.31	.29	.30
TOTAL COST OF SALES	1.55	1.83	1.47	1.52	1.57	1.41	1.41	1.32	1.40	1.50
GROSS PROFIT	.78	.97	.80	.60	.84	.51	.57	.49	.53	.70
SELLING	.93	.57	.91	.46	.66	.39	.49	.66	.46	.57
GENERAL & ADMINISTRATIVE	.07	.07	.07	.07	.08	.05	.06	.06	.06	.07
TOTAL EXPENSE	1.00	.60	.99	.53	.74	.47	.55	.72	.52	.64
OPERATING PROFIT	.22	.37	.19	.07	.10	.03	.02	.33	.01	.06
& Cost of Deals Per Case	.77	.31	.40	.25	.47	.33	.22	.33	.26	.37

[fol. 1777-1777a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT T.I 19

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA 7-60	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	144 052	62 182	4 222	28 975	239 597	42 441	7 611	2 685	52 902	292 502
GROSS SALES	297 926 48	149 809 14	19 026 52	66 619 85	525 377 00	184 545 34	19 968 64	7 536 98	132 224 16	456 397 98
DISCOUNTS	7 534 30				7 534 30					7 534 30
FREIGHT	3 951 67	5 480 87	1 160 04	8 703 29	19 495 97	12 424 06	3 782 34	51 31	16 257 71	35 753 68
SPOILS	500 44	210 27	17 09	101 34	828 14	152 44	26 42	9 27	188 13	1 021 71
TOTAL	11 986 91	5 871 44	1 177 13	8 805 25	27 862 93	12 576 72	3 758 96	60 58	16 396 26	44 259 19
NET SALES	282 939 57	143 984 50	17 849 40	57 814 60	497 508 07	91 963 62	15 209 68	7 446 40	114 628 72	412 132 77
PRIME COST	179 856 19	81 843 91	4 912 36	36 032 02	304 164 48	51 951 69	9 340 72	2 681 53	43 973 94	348 098 42
PROCESSING COST	61 042 52	29 855 02	8 430 32	13 285 10	106 113 52	21 424 01	3 791 98	1 469 09	26 885 13	132 999 65
TOTAL COST OF SALES	240 898 77	111 218 93	9 342 68	49 317 12	410 278 00	73 377 70	13 151 75	4 230 62	90 859 07	501 098 67
GROSS PROFIT	41 570 80	32 685 57	8 506 72	8 497 48	87 230 07	18 576 92	2 057 93	3 155 78	23 804 63	111 034 70
SELLING	47 723 68	19 625 44	1 609 17	9 331 25	98 187 96	15 896 16	4 546 61	2 290 57	23 433 34	121 271 14
GENERAL & ADMINISTRATIVE	4 575 98	3 327 39	207 72	934 92	9 045 98	1 487 81	245 91	130 32	863 60	9 349 59
TOTAL EXPENSE	71 697 48	21 968 73	1 816 89	10 266 17	106 233 94	17 383 97	4 792 52	3 360 95	25 536 94	131 770 43
OPERATING PROFIT	29 164 48	10 782 84	1 689 84	2 269 19	19 003 77	1 307 45	2 734 59	205 17	1 722 31	20 735 78
PER CASE: GROSS SALES	2.06	2.39	2.37	2.30	2.19	2.40	2.49	2.83	2.43	2.24
DISCOUNTS	.05				.04					.03
FREIGHT	.03	.09	.24	.30	.08	.29	.49	.02	.30	.12
SPOILS	-	-	-	-	-	-	-	-	-	-
TOTAL	.08	.09	.24	.30	.12	.29	.49	.02	.30	.15
NET SALES	1.98	2.30	2.68	2.00	2.07	2.11	2.00	2.81	2.13	2.09
PRIME COST	1.25	1.31	1.41	1.25	1.27	1.19	1.23	.99	1.19	1.24
PROCESSING COST	.43	.47	.50	.46	.44	.49	.50	.43	.50	.45
TOTAL COST OF SALES	1.67	1.78	1.91	1.71	1.71	1.68	1.73	1.42	1.69	1.71
GROSS PROFIT	.30	.52	.72	.29	.36	.43	.27	1.19	.44	.38
SELLING	.47	.31	.33	.34	.41	.31	.60	1.22	.44	.42
GENERAL & ADMINISTRATIVE	.03	.04	.04	.03	.03	.04	.03	.04	.03	.03
TOTAL EXPENSE	.50	.35	.37	.37	.44	.40	.63	1.26	.47	.45
OPERATING PROFIT	.20	.17	.35	.07	.07	.03	.36	.07	.03	.07
Cost of Deals Per Case	.345	.144	.146	.142	.266	.207	.277	.101		.214

[fol. 1778-1778a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
July, 1960

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. ETN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST. ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
1		01 Wages & Salaries								1 700 00	1 700 00		
2		03 Social Security								34 00	34 00		
3		04 Insurance-Ind.								37 15	37 15		
4		05 Health & Welfare								78 24	78 24		
5		13 Office Supplies											
6		14 Ice Purchases											
7		16 Collection & Exchange											
8		19 General Supplies											
9		20 Fuel											
10		22 Water											
11		23 Telephone & Telegraph								159 36	159 36		
12		24 Dues & Subscriptions											
13		27 Repair Mat'l, M & E											
14		28 Demonstrations				31 45				31 45			31 45
15		29 Distressed Mdse								16 80	16 80		
16		30 Freight											
17		34 Brokerage - Brokers	11 027 21	5 779 22	541 12	2 570 08	4 033 19	731 77	239 41	2 749 39		25 032 20	
18		35 Brokerage - Carnation								22 282 81			
19		36 Samples & Donations	27 22		19 50	56 08	5 22	42 92		170 04			170 04
20		38 Travel & Local											
21		39 Bad Debts								300 00	300 00		
22		40 Advertising								202 11	202 11		
23		41 Coop. Advertising								9 000 00	9 000 00		
24		44 Deals	49 299 94	9 009 44	715 77	4 489 21	9 077 43	2 844 69	1 838 81	77 486 29		77 486 29	
25		45 Depreciation											
26		46 Taxes, Other								1 178 45	1 178 45		
27		47 Licenses											
28		48 Insurance								400 00	400 00		
29		50 Rent, Public Whse	15 14	1 904 53	104 18	1 135 53	738 75	529 22	924 17	5 421 52		5 421 52	
30		51 Rent, Equipment								184 30	184 30		
31		55 Miscellaneous								437 29	437 29		
32													
33													
34													
35		Sub-Total	60 429 51	16 693 19	1 870 57	8 476 25	13 254 69	4 190 60	3 116 59	121 871 20		102 141 56	
36													
37		Expense Dist. on Net Sales	4 491 99	2 938 26	228 60	1 255 40	2 041 47	651 11	125 27		13 729 70		
38													
39		Total	64 921 50	19 625 44	1 409 17	9 831 75	15 296 16	4 841 71	3 240 86	121 871 20			
40													
41													

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[fol. 1779-1779a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
June , 1960

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	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
1	01	Wages & Salaries								1 700 00	1 700 00		
2	03	Social Security								43 24	43 24		
3	04	Insurance-Ind.								28 92	28 92		
4	05	Health & Welfare											
5	13	Office Supplies								208 46	208 46		
6	14	Ice Purchases											
7	16	Collection & Exchange											
8	19	General Supplies								41 04	41 04		
9	20	Fuel											
10	22	Water											
11	23	Telephone & Telegraph								376 42	376 42		
12	24	Dues & Subscriptions											
13	27	Repair Mat'l, M & E											
14	28	Demonstrations				96 25				96 25		96 25	
15	29	Distressed Mdse								214 50	214 50		
16	4	Freight											
17	34	Brokerage - Brokers	4 881 22	2 697 94	327 77	2 116 43	2 442 23	1 175 97	316 92	2 214 48		15 407 84	
18	35	Brokerage - Carnation								13 392 46			
19	36	Samples & Donations	134 57	20 20	13 49	64 49	18 01	41 77	42 52	335 51		335 51	
20	38	Travel & Local		51 59						51 59		51 59	
21	39	Bad Debts								309 60	309 60		
22	40	Advertising								1 405 00	1 405 00		
23	41	Coop. Advertising								7 000 00	7 000 00		
24	44	Deals	14 609 63	498 42	88 72	12 124 42	10 022 95	7 240 37	855 36	47 524 05		47 524 05	
25	45	Depreciation											
26	46	Taxes, Other								1 079 45	1 079 45		
27	47	Licenses											
28	48	Insurance								400 00	400 00		
29	50	Rent, Public Whse	2 972 54	465 02	124 17	632 48	210 76	1 099 60	674 23	6 424 11		6 424 11	
30	51	Rent, Equipment								125 50	125 50		
31	55	Miscellaneous								(55 03)	(55 03)		
32													
33													
34													
35		Sub-Total	24 597 41	5 117 43	246 27	16 032 77	12 897 55	10 142 21	1 195 15	23 300 17	13 659 08	70 343 15	
36													
37		Expense Dist. on Cost Sales	4 211 54	2 728 33	315 24	2 867 24	1 756 74	956 70	622 01				
38													
39		Total	28 809 95	7 845 76	561 51	18 900 12	14 654 51	11 118 91	1 817 16	23 300 17			
40													
41													

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[fol. 1780-1780a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
C May, 1960

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTME
1		01 Wages & Salaries								1 700 00	1 700 00		
2		03 Social Security								34 85	34 85		
3		04 Insurance-Ind.								46 53	46 53		
4		05 Health & Welfare											
5		13 Office Supplies								45 97	45 97		
6		14 Ice Purchases											
7		16 Collection & Exchange											
8		19 General Supplies								177 21	177 21		
9		20 Fuel											
10		22 Water											
11		23 Telephone & Telegraph								87 40	87 40		
12		24 Dues & Subscriptions											
13		27 Repair Matl, M & E											
14		28 Demonstrations				124 50				124 50		124 50	
15		29 Distressed Mdse								815 45	816 46		
16		30 Freight	4 18	4 28	88	8 69	4 07	91	68	18 10		18 10	
17		34 Brokerage - Brokers	4 198 53	4 380 77	397 47	2 263 83	8 241 52	954 19	709 60	2 349 94		17 829 78	
18		35 Brokerage - Carnation								14 779 22			
19		36 Samples & Donations	141 60	84 10	9 81	44 22	12 49	245 78	221 44	731 32		731 32	
20		38 Travel & Local		51 74		104 64	58 32	87 37	1 98	144 32		144 32	
21		39 Bad Debts								300 00	300 00		
22		40 Advertising								8 814 10	3 814 10		
23		41 Coop. Advertising								7 300 00	7 300 00		
24		44 Deals	11 392 37	9 047 26	1 177 86	15 844 99	28 168 93	7 324 63	3 033 81	71 036 50		71 036 50	
25		45 Depreciation											
26		46 Taxes, Other								1 045 37	1 045 37		
27		47 Licenses											
28		48 Insurance								400 00	400 00		
29		49 Rent, Public Whse	2 513 57	2 819 07	149 83	751 36	922 11	1 151 25	545 27	7 932 70		7 932 70	
30		51 Rent, Equipment								185 50	185 50		
31		55 Miscellaneous								1 295 50	1 295 50		
32													
33													
34													
35		Sub-Total	18 851 25	15 737 23	1 914 81	18 940 79	27 895 74	9 639 47	4 557 82	113 604 46	16 667 28	96 938 58	
36													
37		Expense Dist.on Net Sales	4 302 82	3 940 95	311 73	2 393 67	3 749 94	839 54	429 21				
38													
39		Total	23 554 07	19 678 23	2 227 94	21 334 46	31 645 68	10 477 05	5 127 03	113 604 46			
40													
41													

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CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT, ... 19...

	So. Cal.	No. Cal.	Ariz.	Pac. NW Mtn. States	So. West	So. Cent.	West Cent.	Total
[illegible]	[illegible]	[illegible]	1,150	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Current	2,456	7,015	2,875	2,[illegible]	14,271	5,[illegible]	5019	43,[illegible]
Prior	[illegible]	[illegible]	—	[illegible]	(55)	—	—	1,273
Other	1,615	504	95	85	170	383	—	2,432
Total	47,483	43,426	8,547	24,583	41,330	9,254	4,934	183,767

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	47 483	43 436	8 947	26 923	126 189	41 330	9 254	4 926	55 510	183 769
GROSS SALES	107 106 55	113 842 87	22 322 68	58 634 12	304 956 2	99 829 19	24 796 34	18 424 22	143 050 15	448 006 73
DISCOUNTS										
FREIGHT	3 103 35	5 341 11	549 48	7 423 33	16 417 7	15 414 33	5 837 26	1 772 14	23 023 36	40 023 87
SPOILS	324 82	343 86	70 78	208 55	947 6	901 72	73 15	54 82	454 69	1 393 22
TOTAL	3 778 74	4 184 97	640 21	7 631 88	17 935 8	15 796 61	5 910 40	1 832 92	23 539 93	41 475 29
NET SALES	103 627 81	107 657 40	21 682 48	51 058 25	287 020 9	84 032 52	18 885 74	16 591 69	119 516 13	406 531 14
PRIME COST	57 691 45	59 791 99	10 606 75	32 040 76	160 130 7	41 424 44	10 133 22	6 925 34	62 423 60	223 619 35
PROCESSING COST	13 303 30	13 137 28	2 917 47	6 909 27	35 267 5	12 173 54	3 126 48	2 393 61	17 693 13	52 961 15
TOTAL COST OF SALES	70 994 55	71 929 47	13 524 22	38 950 03	195 398 2	58 697 98	13 260 30	9 318 95	81 179 03	276 575 50
GROSS PROFIT	32 633 26	35 728 93	8 158 00	12 108 22	91 622 7	25 334 54	5 626 44	7 272 74	38 333 98	129 955 44
SELLING	22 554 08	19 473 28	2 787 74	21 334 46	66 299 7	31 645 69	10 479 65	5 187 02	47 311 76	113 606 46
GENERAL & ADMINISTRATIVE	2 682 57	2 412 11	476 83	1 465 87	7 037 6	2 295 20	513 24	325 12	3 134 18	10 201 78
TOTAL EXPENSE	25 237 65	22 090 39	3 224 77	22 799 33	73 302 6	33 940 88	10 992 91	5 512 15	50 505 94	123 808 56
OPERATING PROFIT	7 395 61	13 638 54	5 933 23	(10 691 11)	18 320 1	(8 606 34)	(5 366 47)	1 760 59	(12 173 01)	6 147 45
PER CASE: GROSS SALES	2.30	2.62	2.41	2.22	2.41	2.41	2.68	2.65	2.49	2.44
DISCOUNTS										
FREIGHT	.06	.12	.06	.28	.13	.37	.63	.25	.40	.22
SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
TOTAL	.37	.19	.07	.29	.14	.38	.64	.26	.41	.23
NET SALES	2.23	2.48	2.34	1.93	2.27	2.03	2.04	2.39	2.08	2.21
PRIME COST	1.22	1.38	1.19	1.21	1.27	1.12	1.10	1.00	1.10	1.22
PROCESSING COST	.28	.28	.23	.26	.28	.30	.33	.34	.31	.29
TOTAL COST OF SALES	1.50	1.66	1.42	1.47	1.55	1.42	1.43	1.34	1.41	1.51
GROSS PROFIT	.73	.82	1.03	.46	.72	.61	.61	1.05	.67	.70
SELLING	.48	.46	.31	.21	.53	.77	1.14	.75	.83	.62
GENERAL & ADMINISTRATIVE	.05	.05	.05	.05	.05	.05	.05	.05	.05	.05
TOTAL EXPENSE	.53	.51	.36	.86	.57	.82	1.19	.80	.89	.67
OPERATING PROFIT	.20	.31	.67	(.40)	.16	(.21)	(.56)	.25	(.22)	.03

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[fol. 1782-1782a]

	So. Cal.	No. Cal.	Arizona	Pac. N.W.	So. Mtn.	So. Cent.	West. Cent.	Totals
9"	6510	29.193	604	1.035	3.247	1.157	38	41.282
8"	33.317	16.275	5.305	35.015	26.950	22.291	891	139.844
Creams	14.913	17.996	265	6.413	12.493	7.357	1019	60.456
Esso	550	1.058	527	145	757	39		3.227
other	1038	462	17	90	869	90		2.106
Totals	56.317	64.765	6.718	42.946	52.095	33.577	1.958	248.642

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT April 19 61

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA 4-61	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	56 317	64 768	6 718	42 446	171 249	52 688	33 877	1 933	92 373	263 622
GROSS SALES	123 644 69	166 460 40	13 710 81	98 428 38	399 243 28	121 097 48	85 502 85	4 982 99	211 585 32	610 828 60
DISCOUNTS										
FREIGHT	1 968 42	5 449 82	1 291 08	9 733 24	18 437 72	17 004 38	12 584 29	1 105 93	30 695 10	49 072 82
SPOILS	213 47	295 74	25 49	164 88	649 74	187 60	145 60	7 33	350 53	1 000 27
TOTAL	2 177 30	5 745 56	1 316 57	9 898 09	19 087 46	17 201 98	12 678 89	1 113 26	30 995 63	50 073 09
NET SALES	121 467 39	160 764 84	12 393 30	85 574 29	380 156 32	103 847 50	72 823 46	3 869 73	180 589 69	560 736 01
PRIME COST	69 499 96	93 708 32	8 619 39	53 334 74	220 496 56	63 418 84	44 465 58	2 124 18	112 018 60	332 514 89
PROCESSING COST	15 326 80	18 099 39	1 637 00	10 325 63	45 949 80	13 722 76	9 232 67	579 06	24 194 50	70 142 8
TOTAL COST OF SALES	84 966 76	107 002 14	10 256 94	64 220 42	266 445 68	77 141 60	54 398 49	2 713 24	136 213 03	402 658 49
GROSS PROFIT	36 500 63	53 762 70	2 137 46	21 353 87	113 710 66	26 705 90	16 424 97	1 156 49	44 336 46	158 047 12
SELLING	21 364 53	31 [illegible] 11	3 727 03	25 874 19	92 304 87	21 242 44	24 826 37	1 940 63	57 784 51	150 089 13
GENERAL & ADMINISTRATIVE	2 405 87	2 [illegible] 97	291 97	1 855 99	7 315 63	2 [illegible] 88	1 [illegible] 86	93 55	3 [illegible] 80	11 [illegible] 43
TOTAL EXPENSE	24 206 12	24 469 95	4 019 06	27 730 13	99 620 00	23 [illegible] 32	25 466 23	2 034 18	61 731 34	161 351 56
OPERATING PROFIT	12 294 51	29 292 75	1 871 60	5 [illegible] 26	14 090 66	7 346 58	9 [illegible] 26	866 69	17 394 70	16 736 76
CASE; GROSS SALES	2.20	2.57	2.64	2.20	2.38	2.32	2.28	2.58	2.29	2.32
DISCOUNTS										
FREIGHT	.04	.09	.20	.23	.11	.23	.23	.52	.23	.19
SPOILS	-	-	-	-	-	-	-	-	-	-
TOTAL	.04	.09	.20	.23	.11	.23	.23	.52	.23	.19
NET SALES	2.16	2.48	1.89	1.97	2.27	2.09	2.05	2.06	2.06	2.13
PRIME COST	1.24	1.37	1.28	1.23	1.29	1.22	1.21	1.10	1.21	1.26
PROCESSING COST	.27	.28	.24	.25	.27	.26	.26	.30	.27	.27
TOTAL COST OF SALES	1.51	1.65	1.52	1.47	1.56	1.48	1.47	1.40	1.48	1.53
GROSS PROFIT	.65	.83	.32	.49	.66	.51	.48	.60	.48	.60
SELLING	.39	.54	.56	.58	.92	.61	.68	1.00	.63	.58
GENERAL & ADMINISTRATIVE	.04	.04	.04	.04	.04	.04	.04	.04	.04	.04
TOTAL EXPENSE	.43	.58	.60	.62	.96	.65	.67	1.04	.67	.59
OPERATING PROFIT	.22	.45	.28	.13	.20	.19	.29	.44	.19	.06

[fol. 1783-1783a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
April, 19 60

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	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
1		01 Wages & Salaries								1 [illegible] 40	1 709 00		
2		03 Social Security								51 35	24 35		
3		04 Insurance-Ind.								93 27	76 [illegible]		
4		05 Health & Welfare											
5		13 Office Supplies								79 62	79 62		
6		14 Ice Purchases											
7		16 Collection & Exchange											
8		19 General Supplies								63 78	63 78		
9		20 Fuel											
10		22 Water											
11		23 Telephone & Telegraph								201 49	201 49		
12		24 Dues & Subscriptions											
13		27 Repair Mat'l, M & E											
14		28 Demonstrations				97 50				97 50		97 50	
15		29 Distressed Mdse								201 49	201 49		
16		30 Freight	24 89	10 70			3 90			40 99		40 99	
17		34 Brokerage - Brokers	4 770 95	4 421 99	523 95	3 631 98	4 470 05	3 298 67	192 25	3 322 64		23 564 84	
18		35 Brokerage - Carnation								20 242 20			
19		36 Samples & Donations	209 74	132 82	21 24	134 80	89 52	40 52	43 49	494 13		494 13	
20		38 Travel & Local	54 48	124 40	6 52	103 48	50 57	37 27	1 28	383 00		383 00	
21		39 Bad Debts								300 00	300		
22		40 Advertising								1 103 77	1 103 77		
23		41 Coop. Advertising								10 500 00	10 500 00		
24		44 Deals	10 057 53	5 468 31	2 425 15	17 219 91	21 253 65	16 222 69	833 19	74 179 43		74 179 43	
25		45 Depreciation											
26		46 Taxes, Other								1 074 05	1 074 05		
27		47 Licenses											
28		48 Insurance								400 00	400 00		
29		50 Rent, Public Whse	2 915 26	5 219 63	294 01	927 91	1 466 97	1 742 39	735 41	13 503 28		13 503 28	
30		51 Rent, Equipment								182 21	182 21		
31		55 Miscellaneous								1 734 22	1 734 22		
32													
33													
34													
35		Sub-Total	18 034 55	17 872 45	3 277 37	22 149 28	22 334 46	21 [illegible] 94	1 811 12	120 089 13	17 637 90	112 461 17	
36													
37		Expense Dist. on Net Sales	3 765 49	4 338 46	[illegible] 16	2 904 91	3 422 40	2 586 93	129 21	-			
38													
39		Total	21 800 04	21 703 11	3 727 03	25 [illegible] 19	[illegible] 06	24 026	1 940 13	130 089 13	17 [illegible]	[illegible] 17	
40													
41													

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[fol. 1784-1784a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
March, 1960

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
1		01 Wages & Salaries								1 700 00	1 700 00			1
2		03 Social Security								34 85	34 85			2
3		04 Insurance-Ind.								46 46	46 46			3
4		05 Health & Welfare												4
5		13 Office Supplies								84 18	84 18			5
6		14 Ice Purchases												6
7		16 Collection & Exchange												7
8		19 General Supplies												8
9		20 Fuel												9
10		22 Water												10
11		23 Telephone & Telegraph								196 06	196 06			11
12		24 Dues & Subscriptions												12
13		27 Repair Matl. M & E												13
14		28 Demonstrations				140 15				140 15		140 15		14
15		29 Distressed Mdse								519 25	519 25			15
16		30 Freight & Tk.	27	7 29	1 46	37 61	14 15	20 15	21 71	84 28		84 28		16
17		34 Brokerage - Brokers	1 603 04	1 042 42	1 241 17	3 736 69	78 833 17	4 764 05	898 27	4 712 78		32 550 16		17
18		35 Brokerage - Carnation								25 538 14				18
19		36 Samples & Donations	152 76	104 75	43 45	132 52	268 37	271 63	44 77	1 022 45		1 022 45		19
20		38 Travel & Local				140 71		140 71	140 71	422 13		422 13		20
21		39 Bad Debts								308 00	308 00			21
22		40 Advertising								3 649 48	3 649 48			22
23		41 Coop. Advertising								16 400 00	16 400 00			23
24		44 Deals	33 [illegible] 11	3 111 49	4 116 22	9 324 19	45 270 67	22 471 05	1 513 74	139 640 44		139 640 44		24
25		45 Depreciation												25
26		46 Taxes, Other								1 090 19	1 090 19			26
27		47 Licenses												27
28		48 Insurance								400 00	400 00			28
29		50 Rent, Public Whse	3 487 43	1 084 48		714 72	343 99	1 478 35	446 98	7 429 03		7 429 03		29
30		51 Rent, Equipment								173 08	173 08			30
31		55 Miscellaneous								4 201 29	4 201 29			31
32														32
33														33
34														34
35		Sub-Total	38 452 20	15 820 73	5 406 50	9 062 39	74 521 31	39 845 74	2 523 12		23 376 24	181 611 39		35
36														36
37		Expense Dist. on Net Sales	5 057 45	4 717 47	1 073 66	3 656 53	9 216 57	4 342 67	332 24					37
38														38
39		Total	33 909 95	20 038 20	4 480 16	12 718 77	85 737 93	43 708 01	2 914 36	810 007 51				39
40														40
41														41

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[fol. 1785-1785a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT March 1960

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
GROSS SALES	73 064	63 152	15 515	52 227	209 558	133 150	62 730	11 703	200 483	410 041
LESS SALES	167 962 18	149 797 81	34 727 53	111 541 44	484 028 31	332 229 69	133 896 69	11 143 62	477 269 40	961 297 71
DISCOUNTS										
FREIGHT	3 977 70	4 946 18	1 051 77	13 126 89	25 962 74	22 888 67	16 459 13	1 288 81	40 636 58	66 599 32
SPOILS	161 01	150 19	34 18	116 40	461 77	293 40	138 23	10 67	442 20	903 97
TOTAL	4 138 71	7 096 36	1 085 97	13 243 29	26 424 53	23 181 99	16 597 36	1 299 30	41 078 73	67 503 26
NET SALES	163 823 22	142 700 85	32 741 56	98 298 15	457 603 72	243 167 70	116 718 73	9 144 24	368 970 67	826 574 15
PRIME COST	82 232 01	81 531 26	18 709 68	60 032 47	251 205 42	151 429 30	71 470 73	5 280 78	228 180 81	479 386 23
PROCESSING COST	23 909 75	19 259 75	4 455 84	16 455 45	63 102 19	36 736 79	17 214 08	1 970 50	55 921 37	119 023 56
TOTAL COST OF SALES	106 141 76	100 791 01	23 165 52	76 487 92	314 307 61	188 166 09	88 684 81	7 251 28	284 102 18	598 409 79
GROSS PROFIT	57 681 46	52 909 84	9 575 64	23 810 22	143 296 11	54 741 61	27 913 92	1 892 96	84 868 49	228 164 94
SELLING	38 409 95	30 032 23	6 480 16	12 718 97	77 641 31	35 737 93	13 708 01	2 914 96	52 360 30	130 001 61
GENERAL & ADMINISTRATIVE	2 [illegible] 89	3 440 31	410 47	1 232 93	5 737 01	3 047 88	1 463 21	114 61	4 625 70	10 362 70
TOTAL EXPENSE	40 [illegible] 84	33 472 54	6 890 63	13 951 30	83 384 32	38 785 81	15 171 22	3 028 97	56 986 00	140 370 32
OPERATING PROFIT	16 197 62	19 436 30	2 684 01	9 858 92	59 911 79	34 044 80	12 741 70	863 01	27 882 49	87 794 62
PER: GROSS SALES	2.80	2.49	2.24	2.11	2.31	2.12	2.12	2.32	2.13	2.22
DISCOUNTS										
FREIGHT	.06	.10	.13	.25	.13	.29	.26	.42	.29	.20
SPOILS	—	—	—	—	—	—	—	—	—	—
TOTAL	.06	.10	.13	.25	.13	.29	.26	.42	.29	.20
NET SALES	2.74	2.39	2.11	1.86	2.18	1.83	1.86	1.90	1.84	2.02
PRIME COST	1.13	1.31	1.20	1.14	1.20	1.14	1.14	1.08	1.14	1.17
PROCESSING COST	.33	.30	.29	.27	.30	.28	.28	.31	.28	.29
TOTAL COST OF SALES	1.46	1.61	1.49	1.41	1.50	1.42	1.42	1.39	1.42	1.46
GROSS PROFIT	.78	.78	.62	.45	.68	.41	.44	.51	.42	.56
SELLING	.52	.80	.42	.24	.37	.64	.70	.61	.66	.51
GENERAL & ADMINISTRATIVE	.03	.03	.03	.02	.03	.03	.02	.02	.02	.03
TOTAL EXPENSE	.55	.33	.45	.26	.40	.67	.72	.63	.68	.54
OPERATING PROFIT	.23	.45	.17	.19	.28	.61	.72	.19	.34	.43

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1785a

[fol. 1786-1786a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
For the Period, 19

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST. ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
1		01 Wages & Salaries								1 700 00	1 700 00			1
2		03 Social Security								34 85	34 85			2
3		04 Insurance-Ind.								45 58	45 58			3
4		05 Health & Welfare												4
5		13 Office Supplies	9 68	71 64	19 21	44 54	18 53	3 37	96	167 23		167 23		5
6		14 Ice Purchases							3 45	3 45		3 45		6
7		16 Collection & Exchange												7
8		19 General Supplies												8
9		20 Fuel												9
10		22 Water												10
11		23 Telephone & Telegraph								126 06	126 06			11
12		24 Dues & Subscriptions												12
13		27 Repair Mat'l, M & E												13
14		28 Demonstrations	7 50			122 25				129 75		129 75		14
15		29 Distressed Mdse								998 80	998 80			15
16		30 Freight												16
17		34 Brokerage - Brokers	9 731 40	3 787 50	1 389 24	5 590 43	5 234 79	949 42	335 16	4 527 80		20 017 75		17
18		35 Brokerage - Carnation								15 470 15				18
19		36 Samples & Donations	24 26	30 57	23 13	81 85	44 22	49 13	54 61	257 17		257 17		19
20		38 Travel & Local				148 67		230 04	445 58	876 29		876 29		20
21		39 Bad Debts								200 00	200 00			21
22		40 Advertising								3 810 54	3 810 54			22
23		41 Coop. Advertising								9 200 00	9 200 00			23
24		44 Deals	4 622 13	4 429 50	2 315 07	33 711 37	13 414 82	3 200 73	1 791 17	65 491 32		65 491 32		24
25		45 Depreciation												25
26		46 Taxes, Other								1 043 04	1 043 04			26
27		47 Licenses												27
28		48 Insurance								400 00	400 00			28
29		50 Rent, Public Whse	1 535 66	2 402 26	101 79	914 30	1 291 58	733 51	917 58	7 946 66		7 946 66		29
30		51 Rent, Equipment								185 50	185 50			30
31		55 Miscellaneous				1 197 67	1 177 15	332 16		3 177 89	470 71	2 704 92		31
32														32
33														33
34														34
35		Sub-Total	16 937 54	10 921 47	3 853 46	41 743 10	21 171 03	5 403 44	3 552 33	116 133 17	19 315 24	97 812 91		35
36														36
37		Expense Dist. on Case Net Sales	3 484 13	3 048 60	1 236 87	5 578 85	4 290 40	863 38	247 98					37
38														38
39		Total	13 421 71	13 990 07	5 140 33	47 321 95	25 461 43	6 271 82	3 800 31	116 133 17				39
40														40
41														41

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[fol. 1787-1787a]

GARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT For ... 19..

Page 4

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW & MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	31 14[illegible]	38 [illegible]	10 137	70 450	156 207	59 989	10 896	3 111	[illegible]	[illegible]
GROSS SALES	72 203 35	100 121 86	34 723 57	147 781 49	356 831 67	138 279 10	25 099 33	7 964 04	173 328 50	529 170 17
DISCOUNTS										
FREIGHT	1 [illegible] 21	3 501 78	3 749 44	16 727 30	25 [illegible] 33	17 853 54	4 [illegible] 99	[illegible] 45	[illegible]	40 [illegible] 19
SPOILS	[illegible] 13	[illegible] 38	[illegible] 45	387 04	[illegible] 20	329 30	59 80	17 08	40[illegible]	1 [illegible] 40
TOTAL	1 [illegible] 34	3 713 16	3 831 89	17 114 34	26 385 53	18 187 84	4 [illegible] 55	[illegible] 66	[illegible] 76	49 620 59
NET SALES	72 [illegible] 41	96 [illegible] 73	30 893 [illegible]	130 666 55	330 526 14	120 191 26	20 874 83	7 897 38	[illegible] 763	479 439 61
PRIME COST	39 [illegible] 60	52 089 15	20 [illegible] 50	81 532 72	193 [illegible] 87	67 700 53	12 423 35	3 [illegible] 37	[illegible] 596 [illegible]	[illegible] 922 02
PROCESSING COST	11 [illegible] 08	14 729 33	5 [illegible] 03	23 109 44	54 689 77	21 945 03	3 927 36	1 506 33	[illegible] 378 [illegible]	93 [illegible] 49
TOTAL COST OF SALES	50 [illegible] 53	66 798 47	25 [illegible]	104 642 16	248 260 69	89 [illegible] 56	16 355 41	4 573 70	116 774 [illegible]	359 [illegible]
GROSS PROFIT	19 [illegible] 88	29 [illegible] 23	7 [illegible] 45	26 024 39	82 265 60	30 345 70	4 519 22	3 323 68	38 188 [illegible]	120 [illegible] 16
SELLING	18 [illegible] 76	13 990 07	5 140 [illegible]	27 841 35	77 994 11	25 761 43	4 471 82	3 300 21	34 [illegible] [illegible]	116 122 17
GENERAL & ADMINISTRATIVE	1 [illegible] 79	1 [illegible] 21	[illegible] 88	2 788 38	6 182 58	2 372 30	480 04	133 04	3 [illegible] [illegible]	9 [illegible] 32
TOTAL EXPENSE	14 [illegible] 55	15 512 28	5 [illegible] 95	30 630 25	84 176 69	28 133 73	4 902 76	3 433 87	40 160 36	125 [illegible] 79
OPERATING PROFIT	4 [illegible] 33	14 [illegible] 35	[illegible] 10	5 [illegible] 14	[illegible] 19	2 011 97	2 388 54	600 19	1 [illegible] 7[illegible]	4 [illegible] 22
PER CASE: GROSS SALES	2.32	2.40	2.23	2.10	2.28	2.31	2.31	2.85	2.39	2.30
DISCOUNTS										
FREIGHT	.04	.09	.23	.24	.16	.30	.28	.30	.31	.21
SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
TOTAL	.05	.10	.24	.25	.17	.31	.29	.31	.32	.22
NET SALES	2.27	2.30	2.04	1.85	2.11	2.00	1.92	2.54	2.01	2.08
PRIME COST	1.27	1.35	1.37	1.15	1.24	1.13	1.14	.99	1.13	1.30
PROCESSING COST	.37	.38	.33	.33	.35	.37	.36	.48	.37	.31
TOTAL COST OF SALES	1.64	1.73	1.60	1.48	1.59	1.50	1.50	1.47	1.50	1.56
GROSS PROFIT	.48	.77	.44	.37	.52	.50	.43	1.07	.51	.52
SELLING	.43	.36	.33	.47	.51	.43	.59	1.03	.47	.50
GENERAL & ADMINISTRATIVE	.04	.04	.04	.04	.04	.04	.04	.04	.04	.04
TOTAL EXPENSE	.47	.40	.34	.71	.54	.47	.63	1.07	.53	.54
OPERATING PROFIT	.16	.37	.03	.31	.38	.03	.21	.19	.27	.23

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[fol. 1788-1788a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
[illegible] 1962

53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF $ SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
01	Wages & Salaries								1700 00	1700 00		
03	Social Security								3 85	34 35		
04	Insurance-Ind.								4 55	46 35		
05	Health & Welfare											
13	Office Supplies	[illegible]	131 [illegible]	14 [illegible]	49 [illegible]	8 [illegible]	243 86	18 26	653 44		653 44	
14	Ice Purchases											
16	Collection & Exchange											
19	General Supplies								37 25	374 25		
20	Fuel											
22	Water											
23	Telephone & Telegraph								23 45	239 45		
24	Dues & Subscriptions											
27	Repair Mat'l, M & E											
28	Demonstrations											
29	Distressed Mdse								44 40	446 40		
30	Freight											
34	Brokerage - Brokers	2[illegible] 28	3276 09	621 02	2710 85	2329 47	844 68	295 59	2000 00		13720 63	
35	Brokerage - Carnation								1173 66			
36	Samples & Donations	61 02	35 81		55 60	67 52	39 80	67 88	327 07		327 07	
38	Travel & Local					200 60	62 66		263 26		263 26	
39	Bad Debts								300 00	300 00		
40	Advertising								2278 98	2278 98		
41	Coop. Advertising								6100 00	6100 00		
44	Deals	6[illegible] 00	6486 94	1672 32	[illegible] 24	8762 72	2224 73	1045 05	38190 25		38190 25	
45	Depreciation											
46	Taxes, Other								1055 84	1055 84		
47	Licenses											
48	Insurance								400 00	400 00		
50	Rent, Public Whse	131 [illegible]	1719 61	119 20	666 60	1093 53	975 77	828 26	6719 31		6719 31	
51	Rent, Equipment								185 50	185 50		
55	Miscellandous	12 31			975 33	1398 60	102 39	341 66	3313 55	20 00	3793 55	
	Sub-Total	11315 [illegible]	11649 36	2427 11	K615 56	13842 20	5221 09	2596 30			63667 51	
	Expense Dist. on Case Sales	3474 11	2939 71	521 31	2911 70	2289 35	807 39	238 25		13181 85		
	Total	14 [illegible] 53	14 589 57	2948 45	19 [illegible] 1	16131 55	[illegible] 48	2834 55	21994 58	74 819 35	15131 35	63667 51

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178[illegible]

[fol. 1789-1789a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
November, 1959

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	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN.STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
1		01 Wages & Salaries								1 700 00	1 700 00		
2		03 Social Security											
3		04 Insurance-Ind.								50 37	50 37		
4		05 Health & Welfare											
5		13 Office Supplies								164 19	164 19		
6		14 Ice Purchases				54 50				54 50		54 50	
7		16 Collection & Exchange											
8		19 General Supplies	62 19							62 19		62 19	
9		20 Fuel											
10		22 Water											
11		23 Telephone & Telegraph								306 17	306 17		
12		24 Dues & Subscriptions											
13		27 Repair Mat'l, M & E											
14		28 Domonstrations	75 68			306 80				382 48		382 48	
15		29 Distressed Mdse	20 89	113 07	10 [illegible]	59 [illegible]	60 32	13 58	4 62	342 75		342 75	
16		30 Freight				68 74				68 74		68 74	
17		34 Brokerage - Brokers	4 881 48	2 069 89	830 91	3 419 64	3 470 22	917 97	337 85	4 455 36		21 928 02	
18		35 Brokerage - Carnation								17 472 16			
19		36 Samples & Donations	5 59	137 49	99 43	162 55	74 06	36 62	4 07	519 81		519 81	
20		38 Travel & Local	47 29	94 06	9 03	805 40	50 10	11 23	3 84	569 82		569 82	
21		39 Bad Debts								300 00	300 00		
22		40 Advertising	2 435 34	2 003 41	546 80	1 156 27	247 27	56 28	19 02	6 465 30		6 465 30	
23		41 Coop. Advertising	2 359 90	3 298 90	316 60	1 731 60	1 757 10	396 10	134 80	10 000 00		10 000 00	
24		44 Deals	10 570 25	33 806 59	1 559 34	10 493 95	3 076 51	1 958 09	1 344 49	62 814 17		62 814 17	
25		45 Depreciation											
26		46 Taxes, Other								1 049 11	1 049 11		
27		47 Licenses											
28		48 Insurance								400 00	400 00		
29		50 Rent, Public Whse	2 819 85	2 345 67	525 50	1 354 79	1 402 28	994 02	892 04	10 340 21		10 340 21	
30		51 Rent, Equipment								371 00	371 00		
31		55 Miscellandous								516 53	516 53		
32													
33													
34													
35		Sub-Total	23 358 41	49 768 58	3 893 41	19 007 57	10 154 92	4 323 56	2 740 73	117 259 66	4 851 37	112 408 29	
36													
37		Expense Dist.on Net Sales	1 247 18	2 219 49	179 97	570 23	324 93	209 01	100 52				
38													
39		Total	24 605 59	52 028 07	4 073 38	19 577 80	10 479 85	4 532 57	2 841 25	117 259 66			
40													
41													

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[fol. 1790-1790a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT November 1959

	So. Cal.	No. Cal.	Ariz.	P.N.W. Mt. St.	So. West	So. Cent.	West. Cent.	Totals
K	36,302	14,617	188	27,254	34,408	4,671	401	129,363
9	13,911	55,172	7451	2,493	2,541	2,025	210	83,833
Creams	1,239	7,897	95	1,352	4,892	2,337	2,621	22,179
Esso	643	624	(49)	314	50			1,652
Other	1,702	660	(77)	60	2,05	30		2,601
Totals	56,543	79,042	7,588	41,613	42,197	9,063	3,232	220,612

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	56 543	79 042	7 588	41 613	184 726	42 101	9 493	3 232	54 826	239 612
3	GROSS SALES	130 971 84	216 256 09	22 267 88	91 644 95	461 140 76	93 015 52	24 601 33	9 054 25	126 671 10	587 811 86
4	DISCOUNTS										
5	FREIGHT	3 077 93	3 871 98	2 443 59	11 219 87	25 612 67	18 444 89	3 273 04	1 158 36	22 876 29	48 488 96
6	SPOILS	305 18	503 90	51 88	213 52	1 074 48	216 73	57 33	21 09	295 14	1 369 62
7	TOTAL	3 383 01	9 375 88	2 495 47	11 432 79	26 687 15	18 661 62	3 330 36	1 179 45	23 171 43	49 858 58
9	NET SALES	127 588 83	206 880 21	19 772 41	80 212 16	434 453 61	74 353 90	21 270 97	7 874 80	103 499 67	537 953 28
11	PRIME COST	70 010 14	111 252 82	11 633 13	47 592 40	240 488 29	47 617 85	11 041 28	3 322 42	62 001 55	302 489 84
12	PROCESSING COST	23 940 01	35 762 21	3 284 61	17 105 77	80 092 70	17 971 54	4 570 69	1 840 38	24 382 61	104 475 31
13	TOTAL COST OF SALES	93 950 20	147 014 83	14 917 79	64 698 17	320 580 99	65 589 39	15 631 97	5 162 80	86 384 16	406 965 15
15	GROSS PROFIT	33 638 63	59 865 38	4 854 62	15 513 99	113 872 62	8 764 51	5 639 00	2 712 00	17 115 51	130 988 13
17	SELLING	24 605 49	52 077 07	4 073 43	12 578 25	93 345 99	10 479 25	4 592 57	2 841 25	17 913 47	117 259 46
18	GENERAL & ADMINISTRATIVE	2 034 85	3 621 24	293 64	932 35	6 882 08	530 14	341 03	164 01	1 035 17	7 923 25
19	TOTAL EXPENSE	26 640 49	55 709 31	4 367 07	13 517 20	100 234 07	11 009 99	4 933 59	3 005 26	18 948 64	125 182 91
21	OPERATING PROFIT	6 998 14	4 156 07	487 55	4 003 21	7 638 55	2 245 48	705 41	293 24	1 833 33	5 805 22
23	PER CASE: GROSS SALES	2 31	2 73	2 78	2 20	2 50	2 22	2 59	2 80	2 81	2 45
24	DISCOUNTS										
25	FREIGHT	05	11	33	26	14	44	39	36	41	20
26	SPOILS	01	01	01	01	01	01	01	01	01	01
27	TOTAL	06	12	33	27	15	45	38	37	42	21
29	NET SALES	2 25	2 62	2 60	1 93	2 35	1 77	2 24	2 43	1 89	2 24
30	PRIME COST	1 24	1 41	1 53	1 14	1 30	1 13	1 17	1 03	1 13	1 26
31	PROCESSING COST	42	45	43	42	43	43	48	56	45	44
32	TOTAL COST OF SALES	1 66	1 86	1 96	1 56	1 73	1 56	1 65	1 59	1 58	1 70
33	GROSS PROFIT	59	76	64	37	62	21	59	84	31	54
34	SELLING	44	66	54	45	54	25	48	88	33	49
35	GENERAL & ADMINISTRATIVE	03	05	04	02	04	01	09	05	02	03
36	TOTAL EXPENSE	47	71	58	47	58	26	58	93	34	52
38	OPERATING PROFIT	12	05	01	10	04	05	07	09	03	02

1790

[fol. 1791-1791a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
October , 1959

4-B

53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
01	Wages & Salaries								1 700 00	1 700 00			1
03	Social Security												2
04	Insurance-Ind.								50 80	50 80			3
05	Health & Welfare												4
13	Office Supplies								283 72	283 72			5
14	Ice Purchases				24 81				24 81		24 81		6
16	Collection & Exchange												7
19	General Supplies												8
20	Fuel												9
22	Water												10
23	Telephone & Telegraph								108 54	108 54			11
24	Dues & Subscriptions												12
27	Repair Mat'l, M & E												13
28	Demonstrations		71 82		176 00				247 82		247 82		14
29	Distressed Mdse	6 00							6 00		6 00		15
30	Freight						19 67		19 67		19 67		16
34	Brokerage - Brokers	2 422 91	6 291 36	824 27	1 914 65	2 860 25	842 36	323 11	2 545 84		16 678 91		17
35	Brokerage - Carnation								14 133 57				18
36	Samples & Donations	48 25	91 48	9 70	206 49	53 16	146 84	42 56	598 48		598 48		19
38	Travel & Local	155 22	252 35	30 28	213 50	127 76	36 61	12 23	828 45		828 45		20
39	Bad Debts								300 00	300 00			21
40	Advertising	9 017 16	7 084 79	1 076 43	6 579 05	1 001 52	263 54	34 72	25 057 21		25 057 21		22
41	Coop. Advertising	1 774 00	2 889 84	346 08	971 76	1 460 16	418 40	139 76	8 000 00		8 000 00		23
44	Deals	4 418 82	17 321 84	1 661 69	1 554 57	2 601 31	1 573 27	955 34	30 146 24		30 146 24		24
45	Depreciation												25
46	Taxes, Other								1 033 27	1 033 27			26
47	Licenses												27
48	Insurance								400 00	400 00			28
50	Rent, Public Whse	1 472 00	2 588 29	92 92	684 27	1 134 49	785 56	934 03	7 898 17		7 898 17		29
51	Rent, Equipment												30
55	Miscellaneous								245 08	245 08			31
													32
													33
													34
	Sub-Total	20 714 36	24 651 17	4 047 37	12 325 71	9 238 65	4 086 25	2 441 77			89 505 79		35
													36
	Expense Dist.on Net Sales	913 92	1 488 78	178 29	500 63	752 24	215 55	72 00		4 121 41			37
													38
	Total	21 628 28	28 140 45	4 225 66	12 826 34	9 990 89	4 301 80	2 513 77	93 627 19	4 121 41	89 505 78		39
													40
													41

1791

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CARD 38

[fol. 1792-1792a]

	So. Cal.	No. Cal.	Ariz.	Pac. N.W.	So. West	[illegible]	U.S.A.	[illegible]
8" Fr.	12,875	13,208	422	13,074	19,132	4300	125	63,636
9" Fr.	16,224	35,732	5351	4,527	2,446	1234	30	64,604
Creams	3,783	6,967	488	1,250	6,156	2455	2437	23,996
Pears	541	979	111	265	30	25	-	1,946
Others	1,275	716	319	396	390			
Total	35,418	57,634	6911	19,402	28,154	8354	2792	154,182

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT October 1959

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	36 418	57 696	6 911	19 402	119 427	29 154	8 354	2 792	40 300	159 727
2											
3	GROSS SALES	91 241 88	158 445 53	20 769 44	48 220 61	318 667 46	78 034 38	21 214 50	8 132 56	101 381 44	420 048 90
4	DISCOUNTS										
5	FREIGHT	1 745 27	5 384 17	1 766 94	4 743 07	13 639 35	10 850 33	2 754 50	796 00	14 400 83	28 040 18
6	SPOILS	174 83	303 41	39 78	92 39	610 41	138 03	40 65	15 58	194 26	804 67
7	TOTAL	1 920 10	5 687 78	1 806 62	4 835 46	14 249 96	10 988 36	2 795 15	811 58	14 595 09	28 845 05
8											
9	NET SALES	89 321 78	152 757 75	18 952 82	43 385 15	304 417 50	61 046 02	18 419 35	7 320 98	86 786 35	391 203 85
10											
11	PRIME COST	49 492 95	83 566 13	10 842 78	24 893 23	168 785 09	34 789 76	9 971 21	2 816 48	47 577 45	216 362 54
12	PROCESSING COST	15 506 34	25 455 83	3 320 67	8 149 05	52 431 89	12 912 96	3 887 21	1 650 70	18 450 87	70 882 76
13	TOTAL COST OF SALES	64 999 29	109 021 96	14 163 45	33 042 28	221 216 98	47 702 72	13 858 42	4 467 18	66 028 32	287 245 30
14											
15	GROSS PROFIT	24 322 49	43 735 79	4 789 37	10 342 87	83 200 52	13 343 30	4 560 93	2 853 80	20 758 03	103 958 55
16											
17	SELLING	21 623 28	38 140 45	4 225 66	12 830 34	76 820 73	9 990 89	4 301 80	2 513 77	16 806 46	93 627 19
18	GENERAL & ADMINISTRATIVE	2 264 01	2 872 00	480 31	1 079 43	7 715 95	1 547 21	466 82	185 52	2 199 55	9 915 50
19	TOTAL EXPENSE	23 887 29	42 012 45	4 705 97	13 925 77	84 536 68	11 538 10	4 768 62	2 699 29	19 006 01	103 542 69
20											
21	OPERATING PROFIT	440 20	1 723 34	83 40	(3 583 10)	(1 336 16)	1 805 20	(207 69)	154 51	1 752 02	415 86
22											
23	PER CASE: GROSS SALES	2 57	2 75	3 00	2 49	2 67	2 47	2 54	2 91	2 51	2 63
24	DISCOUNTS										
25	FREIGHT	04	09	25	24	11	37	33	28	35	17
26	SPOILS	01	01	01	01	01	01	01	01	01	01
27	TOTAL	05	10	26	25	12	38	34	29	36	18
28											
29	NET SALES	2 52	2 65	2 74	2 24	2 55	2 09	2 20	2 62	2 15	2 45
30	PRIME COST	1 40	1 45	1 57	1 29	1 41	1 19	1 19	1 01	1 18	1 36
31	PROCESSING COST	43	44	48	42	44	44	47	59	46	44
32	TOTAL COST OF SALES	1 83	1 89	2 05	1 71	1 85	1 63	1 66	1 60	1 64	1 80
33	GROSS PROFIT	69	76	69	53	70	46	54	1 02	51	65
34	SELLING	62	66	61	66	65	35	51	90	42	59
35	GENERAL & ADMINISTRATIVE	06	07	07	06	06	05	06	06	05	06
36	TOTAL EXPENSE	68	73	68	72	71	40	57	96	47	65
37											
38	OPERATING PROFIT	01	03	01	(19)	(01)	06	(03)	06	04	—
39											
40											
41											

1709

[fol. 1793-1793a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
Sept. , 1959

53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN.STATES	V SOUTH-ESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT INCL ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
01	Wages & Salaries								1 700 00	1 900 00			1
03	Social Security												2
04	Insurance-Ind.								53 12	53 12			3
05	Health & Welfare												4
13	Office Supplies								350 32	350 32			5
14	Ice Purchases				56 94		4 10		60 44		60 44		6
16	Collection & Exchange												7
19	General Supplies	26 40	19 98	1 33	12 88	3 35			71 14		71 14		8
20	Fuel												9
22	Water												10
23	Telephone & Telegraph								153 23	153 23			11
24	Dues & Subscriptions												12
27	Repair Mat'l. M & E												13
28	Demonstrations	34 20			299 43				335 63		335 63		14
29	Distressed Mdse	52 04	79 85	1 73	27 49	47 59	12 93	12 86	247 50		247 50		15
30	Freight	24 58			23 62				70 20		70 20		16
34	Brokerage - Brokers	3 112 10	4 640 23	506 69	1 432 90	3 635 56	783 22	867 11	5 431 67		16 027 10		17
35	Brokerage - Carnation								9 545 43				18
36	Samples & Donations	112 16	114 59	79 87	170 62	125 97	96 81	146 11	794 43		794 43		19
38	Travel & Local	87 26	165 25	87 24	459 95				799 69		799 69		20
39	Bad Debts								300 00	300 00			21
40	Advertising	4 115 44	2 612 36	59 93	163 47	222 58	59 13	63 32	7 396 47		7 396 47		22
41	Coop. Advertising	1 529 39	2 179 05	211 04	750 44	1 344 42	362 81	377 35	7 300 00		7 300 00		23
44	Deals	10 119 21	5 833 69	2 071 98	1 145 65	4 139 95	1 164 40	1 845 67	25 335 47		25 335 47		24
45	Depreciation												25
46	Taxes, Other								1 022 35	1 022 35			26
47	Licenses												27
48	Insurance								400 00	400 00			28
50	Rent, Public Whse	2 220 94	1 121 89	304 09	202 78	1 113 28	400 65	591 29	7 262 37		7 262 37		29
51	Rent, Equipment								135 50	135 50			30
55	Miscellaneous								104 17	104 17			31
													32
													33
													34
	Sub-Total	22 109 53	16 966 73	3 238 32	5 410 77	11 247 49	3 022 45	3 925 15	69 191 37	3 970 23	65 221 14		35
													36
	Expense Dist.on Net Sales	374 27	1 284 25	131 97	379 31	877 98	200 14	221 44		3 970 23			37
													38
	Total	22 484 40	17 550 98	3 370 29	5 790 18	12 125 47	3 222 59	4 146 81	69 191 37				39
													40
													41

1795

[fol. 1794-1794a]

	So. Cal.	No. Cal.	Ariz.	P.N.W.-Mont.	So. West.	So. Cent.	W. Cent.	Totals
"Ft.	12,395	3,457	298	9,745	20,350	1,710	395	53,950
"Ft.	11,427	21,339	2,155	3,620	3,187	1,114	30	44,787
ams	5,719	11,002	469	1,655	13,271	3,972	7,181	43,169
ese	270	1,030	54	284	37	—	—	1,675
thers	1,408	1,383	273	—	276	5	—	3,345
tal	31,389	42,956	4,249	15,109	37,121	7,101	7,606	146,926

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA 9.59	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL	
CASE SALES	81 229	43 256	4 249	15 104	95 098	37 121	7 101	7 606	51 828	146 926	1
											2
GROSS SALES	73 462 37	116 937 83	12 774 77	37 369 27	245 594 24	91 659 43	19 746 64	21 841 52	133 247 59	378 841 73	3
DISCOUNTS											4
FREIGHT	1 645 20	4 230 24	1 184 12	4 054 80	11 116 76	14 599 60	2 170 16	2 395 59	19 110 35	30 227 11	5
SPOILS	168 66	251 47	27 45	80 32	527 90	197 03	42 49	46 99	286 46	814 36	6
TOTAL	1 816 86	4 481 71	1 211 57	4 134 52	11 644 66	14 741 63	2 212 60	2 442 58	19 396 81	31 041 47	7
											8
NET SALES	76 645 51	112 606 12	11 563 80	33 234 75	232 949 58	76 917 85	17 533 94	19 478 94	113 870 73	347 820 31	9
											10
PRIME COST	46 158 99	65 529 07	7 126 07	20 720 02	139 533 35	46 053 40	3 940 97	9 161 27	63 155 64	202 689 99	11
PROCESSING COST	15 119 67	21 643 53	2 089 82	6 800 43	45 672 40	18 625 30	3 903 10	9 722 12	27 310 52	72 982 92	12
TOTAL COST OF SALES	61 277 56	87 197 65	9 209 89	27 520 45	185 205 75	64 678 70	12 844 07	18 943 39	90 466 16	275 671 91	13
											14
GROSS PROFIT	15 367 95	25 308 47	2 353 91	5 714 10	48 743 83	12 239 15	4 689 87	4 475 55	23 404 57	72 148 40	15
											16
SELLING	22 924 40	17 550 98	3 870 79	5 750 18	49 496 30	12 125 67	2 222 59	4 146 81	19 495 07	69 191 37	17
GENERAL & ADMINISTRATIVE	1 498 37	2 493 06	256 19	734 42	5 184 04	1 704 28	388 52	430 30	2 523 20	7 707 24	18
TOTAL EXPENSE	24 422 77	20 044 04	4 126 98	6 484 60	54 680 34	13 829 95	2 611 11	4 577 11	22 018 27	76 898 61	19
											20
OPERATING PROFIT	9 814 72	5 264 43	1 273 67	812 49	6 136 51	1 590 70	1 077 76	1 098 44	1 386 50	4 750 21	21
											22
PER CASE: GROSS SALES	2.46	2.67	3.01	2.47	2.58	2.94	2.78	2.87	2.57	2.58	23
DISCOUNTS											24
FREIGHT	.05	.09	.28	.26	.11	.46	.30	.31	.36	.20	25
SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01	26
TOTAL	.06	.10	.29	.27	.12	.47	.31	.32	.37	.21	27
											28
NET SALES	2.40	2.57	2.72	2.20	2.46	2.47	2.47	2.55	2.20	2.37	29
PRIME COST	1.45	1.49	1.68	1.37	1.47	1.48	1.24	1.07	1.22	1.38	30
PROCESSING COST	.47	.50	.49	.45	.48	.60	.55	.68	.53	.50	31
TOTAL COST OF SALES	1.92	1.99	2.17	1.82	1.95	2.08	1.81	1.70	1.75	1.88	32
GROSS PROFIT	.48	.58	.55	.38	.51	.39	.66	.85	.46	.49	33
SELLING	.72	.40	.79	.38	.52	.39	.46	.54	.37	.47	34
GENERAL & ADMINISTRATIVE	.05	.06	.04	.06	.06	.05	.05	.04	.05	.05	35
TOTAL EXPENSE	.77	.46	.85	.43	.57	.44	.51	.60	.42	.52	36
											37
OPERATING PROFIT	.29	.12	.30	.05	.06	.05	.15	.25	.03	.03	38
											39
											40
					1794						41

[fol. 1795-1795a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT AND LOSS STATEMENT

August, 1959 4-A

53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
01	Wages & Salaries								1 545 00	1 545 00			1
03	Social Security								15 42	15 42			2
04	Insurance-Ind.								45 77	45 77			3
05	Health & Welfare												4
13	Office Supplies								765 24	765 24			5
14	Ice Purchases				10 00				10 00		10 00		6
16	Collection & Exchange												7
19	General Supplies												8
20	Fuel												9
22	Water												10
23	Telephone & Telegraph								107 12	107 12			11
24	Dues & Subscriptions												12
27	Repair Mat'l. M & E												13
28	Demonstrations	55 36	89 12	18 91	359 54			5 00	621 93		521 93		14
29	Distressed Mdse	46 94	41 39	3 32	16 57	26 09	7 77	4 92	146 95		146 95		15
30	Freight				3 22				3 22		3 22		16
34	Brokerage - Brokers	5 300 32	4 923 10	413 57	1 733 45	2 389 70	976 92	619 77	16 856 33		16 856 33		17
35	Brokerage - Carnation								10 571 36				18
36	Samples & Donations	391 37	21 15		153 32		62 27	5 33	584 94		584 94		19
38	Travel & Local	11 00			202 81	184 24	90 27		490 94		490 94		20
39	Bad Debts								300 00	300 00			21
40	Advertising	2 372 33	4 743 00	454 61	1 194 11	1 210 14	361 23	241 21	18 579 63		18 579 63		22
41	Coop. Advertising	2 419 33	2 309 69	135 16	924 27	1 458 07	488 62	274 29	8 200 00		8 200 00		23
44	Deals	5 237 17	4 005 01	259 68	701 14	2 244 89	1 169 05	806 02	16 437 96		16 437 96		24
45	Depreciation												25
46	Taxes, Other								1 050 11	1 050 11			26
47	Licenses												27
48	Insurance								400 00	400 00			28
50	Rent, Public Whse	2 440 22	1 817 76	277 75	896 10	292 80	566 27	2 005 02	9 046 58		9 046 58		29
51	Rent, Equipment								185 50	185 50			30
55	Miscellaneous								477 74	477 74			31
													32
													33
													34
	Sub-Total	29 696 70	21 950 22	1 610 00	6 144 13	8 922 82	3 663 43	2 962 06	75 740 26	4 891 90	70 848 36		35
													36
	Less: Dist.on Net Sales	1 610 00	1 474 61	116 23	481 46	762 89	275 17	171 46		4 891 90			37
													38
	Total	24 286 70	23 429 33	1 726 23	6 625 59	9 685 71	3 938 60	4 133 52	75 740 26		70 848 36		39
													40
													41

1795

[fol. 1796-1796a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT August 1959

	So Cal	No Cal	Ariz.	P.N.W.-Mount	So. West	So. Cent.	W. Virg.	Totals
8"	8,477	4,521	671	12,543	13,734	274	322	41,572
9"	22,699	23,205	2,298	2,071	2,507	591	15	53,431
Cres	18,755	17,407	384	3,078	12,463	7,217	5,155	64,459
Rets	61	503	35	144	10	—	—	465
Oth	2,501	542	219	648	325	—	—	4,235
Tot	52,433	46,258	3,707	18,516	29,039	8,082	5,492	164,162

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	52 432	46 238	3 707	18 516	120 899	29 089	8 682	5 492	43 263	164 162
GROSS SALES	135 082 81	125 538 47	10 546 06	44 203 06	315 370 40	73 637 38	24 896 27	15 809 17	114 387 82	429 758 22
DISCOUNTS										
FREIGHT	2 617 17	4 215 00	975 86	4 531 31	12 339 34	10 907 83	2 262 68	1 692 25	14 852 76	27 242 10
SPOILS	188 54	175 20	14 71	61 69	440 14	102 84	34 74	22 05	159 63	599 77
TOTAL	2 805 71	4 390 20	990 57	4 643 00	12 829 48	11 010 67	2 297 42	1 714 30	15 012 39	27 841 87
NET SALES	132 277 10	121 148 27	9 555 49	39 560 06	302 540 92	62 676 71	22 602 35	14 089 87	99 375 43	401 916 35
PRIME COST	74 377 55	65 993 31	5 881 40	24 465 63	170 717 89	35 212 43	9 568 92	5 734 01	50 515 36	221 233 25
PROCESSING COST	24 627 65	21 320 05	1 566 18	7 927 82	56 001 70	13 879 17	4 863 44	3 196 14	21 938 75	77 940 45
TOTAL COST OF SALES	99 005 20	87 313 36	7 447 58	32 393 45	226 719 59	49 091 60	14 432 36	8 930 15	72 454 11	299 173 70
GROSS PROFIT	33 211 90	33 334 71	2 107 91	7 166 61	75 821 33	13 585 11	8 176 49	5 159 72	26 921 32	102 742 65
SELLING	26 205 78	23 424 83	1 726 28	6 425 57	57 982 48	9 625 66	3 938 60	4 183 59	17 757 78	75 740 26
GENERAL & ADMINISTRATIVE	3 259 53	2 985 31	235 41	974 69	7 454 94	1 544 25	557 07	847 12	2 448 54	9 903 48
TOTAL EXPENSE	29 465 31	26 410 14	1 961 69	7 400 28	65 437 42	11 230 01	4 495 67	4 480 44	20 206 32	85 643 74
OPERATING PROFIT	3 746 59	6 924 77	146 22	433 67	10 383 91	2 355 10	3 680 82	679 08	6 715 00	17 098 91
PER CASE: GROSS SALES	2.57	2.71	2.84	2.39	2.61	2.53	2.86	2.88	2.64	2.62
DISCOUNTS										
FREIGHT	.05	.09	.26	.25	.10	.38	.26	.31	.34	.17
SPOILS	—	—	—	—	—	—	—	—	—	—
TOTAL	.05	.09	.26	.25	.10	.38	.26	.31	.34	.17
NET SALES	2.52	2.62	2.58	2.14	2.51	2.15	2.60	2.57	2.30	2.45
PRIME COST	1.42	1.43	1.59	1.32	1.42	1.21	1.10	1.05	1.17	1.35
PROCESSING COST	.47	.47	.42	.43	.46	.48	.66	.58	.51	.47
TOTAL COST OF SALES	1.89	1.90	2.01	1.75	1.88	1.69	1.66	1.63	1.68	1.82
GROSS PROFIT	.63	.72	.57	.39	.63	.46	.94	.94	.62	.63
SELLING	.50	.51	.47	.34	.48	.33	.45	.76	.41	.46
GENERAL & ADMINISTRATIVE	.06	.06	.06	.05	.06	.05	.07	.06	.06	.06
TOTAL EXPENSE	.56	.57	.53	.41	.54	.38	.52	.82	.47	.52
OPERATING PROFIT	.07	.15	.04	.02	.09	.08	.42	.12	.15	.11

1796

[fol. 1797-1797a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
July , 1959

4-A

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
1		01 Wages & Salaries								1 545 00	1 545 00			1
2		03 Social Security								15 42	15 42			2
3		04 Insurance-Ind.								45 71	45 71			3
4		05 Health & Welfare												4
5		13 Office Supplies								2 367 74	2 367 74			5
6		14 Ice Purchases												6
7		16 Collection & Exchange												7
8		19 General Supplies												8
9		20 Fuel												9
10		22 Water												10
11		23 Telephone & Telegraph								175 99	175 49			11
12		24 Dues & Subscriptions												12
13		27 Repair Mat'l, M & E												13
14		28 Demonstrations	40 43	51 66		273 80				366 09		366 09		14
15		29 Distressed Mdse	13 34	15 65	2 50	7 34	17 29	2 54	2 39	61 55		61 55		15
16		30 Freight	5 11							5 11		5 11		16
17		34 Brokerage - Brokers	3 276 48	3 993 92	638 49	1 708 93	2 914 13	698 49	695 82	4 024 34		14 876 61		17
18		35 Brokerage - Carnation								8 852 27				18
19		36 Samples & Donations	105 09	129 11	26 48	99 48	72 89	15 47	94 17	542 69		542 69		19
20		38 Travel & Local								44	44			20
21		39 Bad Debts								300 00	300 00			21
22		40 Advertising	7 251 86	5 360 21	353 34	963 78	1 072 78	123 75	112 69	15 248 36		15 248 36		22
23		41 Coop. Advertising	1 326 44	1 499 94	239 86	704 70	1 456 90	243 55	229 21	5 900 00		5 900 00		23
24		44 Deals	2 150 83	2 474 31	92 19	2 382 92	1 166 07	98 81	88 29	9 448 42		9 448 42		24
25		45 Depreciation												25
26		46 Taxes, Other								1 029 93	1 029 93			26
27		47 Licenses												27
28		48 Insurance								400 00	400 00			28
29		50 Rent, Public Whse	287 67	2 623 53	136 72	960 37	1 829 10	857 55	1 487 30	7 571 54		7 571 54		29
30		51 Rent, Equipment								183 41	183 41			30
31		55 Miscellaneous								602 40	602 40			31
32														32
33														33
34														34
35		Sub-Total	15 397 55	15 548 23	1 538 23	7 706 27	9 729 16	2 035 16	2 665 77	61 185 91	7 145 54	54 020 37		35
36														36
37		Expense Dist. on Net Sales	1 472 15	2 007 67	305 83	804 98	1 737 71	333 27	302 53		7 145 54			37
38														38
39		Total	17 869 70	17 555 90	1 844 06	7 913 25	11 466 87	2 368 43	2 968 30	61 185 91		54 020 37		39
40														40
41														41

1872

[fol. 1798-1798a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT July 1959

	So. Cal	No. Cal	Ariz	Pac. N.W	So. West	So. Central	W. Central	Total
8" Frt	8,609	5,239	1,640	11,563	25,700	284	445	53,380
9" Frt	6,286	19,632	2,921	2,156	2,837	634	36	34,497
Creams	15,463	10,750	1,573	8,322	12,295	5,168	5,243	58,814
Eggs	1,493	1,059	(420)	80	20	—	—	3,131
Other	1,226	719	364	674	520	—	—	3,505
Total	33,121	37,449	5,978	17,597	41,372	6,088	5,724	147,324

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	33 121	37 449	5 978	17 597	94 145	41 372	6 088	5 724	53 179	147 324
2											
3	GROSS SALES	82 628 45	100 727 30	16 104 48	43 099 64	242 571 87	98 715 13	17 615 99	16 287 32	132 618 46	375 190 32
4	DISCOUNTS										
5	FREIGHT	1 311 40	3 130 71	1 329 02	3 829 36	9 500 39	14 135 25	1 408 24	1 572 01	17 108 50	26 608 89
6	SPOILS	321 13	363 10	57 95	170 60	912 78	401 13	58 96	55 49	515 58	1 428 36
7	TOTAL	1 632 53	3 493 81	1 386 97	3 999 96	10 413 17	14 526 38	1 467 20	1 627 50	17 621 08	28 034 25
8											
9	NET SALES	81 005 92	97 233 49	14 819 51	39 099 72	232 158 70	84 188 75	16 148 79	14 659 82	114 997 37	347 156 07
10											
11	PRIME COST	39 282 58	51 702 42	8 237 54	21 914 56	121 737 14	48 469 64	6 430 23	5 701 09	60 590 96	182 328 12
12	PROCESSING COST	19 780 54	20 759 99	3 329 18	9 279 28	53 153 99	23 706 14	4 195 56	4 035 57	30 937 27	84 091 26
13	TOTAL COST OF SALES	59 448 12	72 462 47	11 566 72	31 193 84	174 891 15	71 175 78	10 615 79	9 736 66	91 528 23	266 419 38
14											
15	GROSS PROFIT	21 557 80	24 771 02	3 252 79	7 905 94	57 267 55	13 012 97	5 532 95	4 923 22	23 469 14	80 736 69
16											
17	SELLING	17 069 70	17 556 30	1 844 06	7 913 25	44 382 31	11 466 37	2 368 48	2 963 30	16 803 60	61 185 91
18	GENERAL & ADMINISTRATIVE	2 293 06	2 547 00	386 17	1 131 27	6 357 50	2 518 04	388 57	358 84	3 265 45	9 622 95
19	TOTAL EXPENSE	19 362 76	20 102 30	2 230 23	9 044 52	50 739 81	13 984 91	2 757 00	3 322 14	20 069 05	70 808 86
20											
21	OPERATING PROFIT	1 975 04	4 668 72	1 022 56	(1 138 58)	6 527 74	(971 94)	2 775 95	1 596 08	3 700 09	9 927 83
22											
23	PER CASE: GROSS SALES	2.50	2.69	2.70	2.45	2.58	2.39	2.90	2.86	2.50	2.55
24	DISCOUNTS										
25	FREIGHT	.04	.03	.21	.22	.10	.34	.23	.28	.33	.18
26	SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
27	TOTAL	.05	.09	.22	.23	.11	.35	.24	.29	.34	.19
28											
29	NET SALES	2.45	2.60	2.48	2.22	2.47	2.04	2.65	2.56	2.16	2.36
30	PRIME COST	1.20	1.38	1.38	1.24	1.29	1.17	1.06	1.00	1.14	1.24
31	PROCESSING COST	.60	.56	.56	.53	.57	.55	.69	.70	.58	.57
32	TOTAL COST OF SALES	1.80	1.94	1.94	1.77	1.86	1.72	1.75	1.70	1.72	1.81
33	GROSS PROFIT	.66	.66	.54	.45	.61	.32	.90	.86	.44	.55
34	SELLING	.52	.47	.38	.44	.47	.28	.39	.52	.32	.42
35	GENERAL & ADMINISTRATIVE	.07	.07	.07	.07	.07	.06	.06	.06	.06	.06
36	TOTAL EXPENSE	.59	.53	.37	.51	.54	.34	.45	.58	.38	.48
37											
38	OPERATING PROFIT	.06	.13	.17	(.06)	.07	(.02)	.45	.28	.06	.07
39											
40						7992					
41											

[fol. 1799-1799a]

CARNATION COMPANY – FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT June 1951

Year To Date

	So. Cal	No. Cal	Arizona	Pac. N.W.	So. Mtn.	So. Central	West Coast	Total
Profit	127,994	46,896	5,309	45,401	193,079	6,715	4,093	429,487
Profit	95,782	119,575	16,119	19,993	16,793	9,289	437	318,488
rcome	63,861	56,930	6,637	21,019	67,122	36,905	45,019	302,493
ess	4,649	3,857	2,812	3,958	796	—	—	16,707
ther	12,502	7,155	3,819	2,698	5,494	104	196	30,119
otal	244,700	233,653	32,496	93,289	192,452	47,993	56,529	891,184

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL	
1	CASE SALES	244 700	233 552	32 446	83 234	593 932	192 652	47 992	56 529	297 173	891 106	1
2												2
3	GROSS SALES	585 197 30	627 442 37	91 971 79	222 023 15	1526 655 11	504 241 10	143 739 13	172 498 71	821 673 94	2347 929 05	3
4	DISCOUNTS											4
5	FREIGHT	10 693 43	22 528 91	3 094 40	20 797 47	68 114 21	25 016 76	14 467 96	17 768 78	107 248 50	169 362 71	5
6	SPOILS	2 711 74	2 443 09	386 06	980 73	6 721 62	2 252 00	595 24	729 32	3 572 56	10 294 18	6
7	TOTAL	13 405 17	25 172 00	3 480 46	21 778 20	68 835 83	27 269 76	15 063 20	18 497 10	110 821 06	179 656 89	7
8												8
9	NET SALES	571 792 13	602 490 37	88 491 33	200 244 95	1457 819 28	427 571 34	128 675 93	159 005 61	710 252 88	2168 072 16	9
10												10
11	PRIME COST	339 692 16	356 791 69	50 367 40	118 909 30	859 751 50	258 259 89	58 029 84	63 273 61	379 669 34	1231 419 84	11
12	PROCESSING COST	136 303 98	129 026 74	17 497 95	45 938 78	328 767 27	113 236 87	33 346 48	42 551 32	189 134 67	517 901 94	12
13	TOTAL COST OF SALES	475 996 14	485 818 38	67 865 35	153 848 08	1188 518 77	363 496 76	91 376 32	105 824 93	568 798 01	1749 316 78	13
14												14
15	GROSS PROFIT	95 796 09	116 672 49	15 634 98	41 396 95	269 500 51	64 074 52	37 299 61	43 080 61	149 454 27	418 955 22	15
16												16
17	SELLING	69 203 22	76 422 04	16 954 54	37 358 07	200 137 95	76 078 55	23 516 47	39 169 21	143 764 25	343 902 20	17
18	GENERAL & ADMINISTRATIVE	19 900 73	20 836 59	2 635 63	6 867 40	50 240 55	14 476 63	4 132 94	5 034 79	23 644 36	73 884 91	18
19	TOTAL EXPENSE	89 104 01	97 458 65	19 590 17	44 225 47	250 378 50	90 555 18	27 649 41	44 204 02	167 408 61	417 787 11	19
20												20
21	OPERATING PROFIT	6 692 88	19 213 84	(3 955 19)	(2 828 72)	19 122 01	(26 480 66)	9 650 20	(2 826 41)	(18 955 79)	1 112 27	21
22												22
23	PER CASE: GROSS SALES	2.39	2.69	2.83	2.67	2.57	2.62	2.99	3.05	2.76	2.63	23
24	DISCOUNTS											24
25	FREIGHT	.04	.10	.25	.25	.11	.39	.30	.32	.36	.19	25
26	SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01	26
27	TOTAL	.05	.11	.26	.26	.12	.40	.31	.33	.37	.20	27
28												28
29	NET SALES	2.34	2.58	2.57	2.41	2.45	2.22	2.68	2.72	2.39	2.43	29
30	PRIME COST	1.39	1.53	1.56	1.34	1.45	1.30	1.21	1.12	1.25	1.38	30
31	PROCESSING COST	.56	.55	.54	.55	.55	.59	.69	.75	.64	.58	31
32	TOTAL COST OF SALES	1.95	2.08	2.09	1.91	2.00	1.89	1.90	1.87	1.89	1.96	32
33	GROSS PROFIT	.39	.50	.48	.50	.45	.33	.78	.85	.50	.47	33
34	SELLING	.28	.34	.52	.45	.34	.39	.49	.69	.48	.39	34
35	GENERAL & ADMINISTRATIVE	.08	.08	.08	.08	.08	.08	.09	.09	.08	.08	35
36	TOTAL EXPENSE	.36	.42	.60	.53	.42	.47	.58	.78	.56	.47	36
37												37
38	OPERATING PROFIT	.03	.08	(.12)	.03	.03	(.14)	.10	.07	(.06)	.00	38
39												39
40												40
41						1799						41

[fol. 1800-1800a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
June, 1959

4-A

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
1		01 Wages & Salaries								1 545 00	1 545 00		
2		03 Social Security								16 17	16 19		
3		04 Insurance-Ind.								44 47	44 47		
4		05 Health & Welfare											
5		13 Office Supplies								651 11	651 11		
6		14 Ice Purchases					23 32			23 32		23 32	
7		16 Collection & Exchange											
8		19 General Supplies											
9		20 Fuel											
10		22 Water											
11		23 Telephone & Telegraph								184 60	184 60		
12		24 Dues & Subscriptions											
13		27 Repair Mat'l, M & E											
14		28 Demonstrations	38 90			222 36				261 26		261 26	
15		29 Distressed Mdse	52 24	57 14	7 02	21 92	32 44	5 52	12 52	188 80		188 80	
16		30 Freight		7 30					7 91	15 21		15 21	
17		34 Brokerage - Brokers	3 531 32	4 279 02	557 32	1 636 25	2 374 29	451 49	1 007 48	5 037 29		13 837 67	
18		35 Brokerage - Carnation								8 800 38			
19		36 Samples & Donations	335 73	132 24	20 41	145 42	95 57	48 49	244 65	1 042 51		1 042 51	
20		38 Travel & Local	56 32	54 60	6 76	20 36	30 98			169 02		169 02	
21		39 Bad Debts								300 00	300 00		
22		40 Advertising	5 482 75	2 928 91	652 53	1 353 04	318 74	4 06	6 41	10 741 44		10 741 44	
23		41 Coop. Advertising	1 446 35	1 603 99	197 05	615 70	910 54	154 37	351 50	5 300 00		5 300 00	
24		44 Deals	1 031 39	1 110 06	2 827 22	3 793 84	3 367 57	502 00	1 227 43	13 809 51		13 809 51	
25		45 Depreciation											
26		46 Taxes, Other								1 032 38	1 032 38		
27		47 Licenses											
28		48 Insurance								400 00	400 00		
29		50 Rent, Public Whse	634 78	2 551 48	265 40	725 96	1 473 02	648 00	1 186 53	7 485 17		7 485 17	
30		51 Rent, Equipment								371 00	371 00		
31		55 Miscellaneous								1 255 79	1 255 79		
32													
33													
34													
35		Sub-Total	12 630 04	12 719 79	4 534 21	8 514 86	8 626 47	1 834 43	4 014 43		5 800 99		
36													
37		Expense Dist. on Net Sales	1 569 97	1 852 29	229 52	661 76	900 27	184 86	402 32				
38													
39		Total	14 200 01	14 572 03	4 763 73	9 176 61	9 526 74	2 019 29	4 416 75	58 675 16	5 800 99	52 874 17	
40													
41						1800							1800

[fol. 1801-1801a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
May , 19 59

4-A

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
1		01 Wages & Salaries								1 545 00	1 545 00			1
2		03 Social Security								19 24	19 24			2
3		04 Insurance-Ind.								45 68	45 68			3
4		05 Health & Welfare												4
5		13 Office Supplies								160 22	160 22			5
6		14 Ice Purchases				28 39			10 85	39 74		39 74		6
7		16 Collection & Exchange												7
8		19 General Supplies												8
9		20 Fuel												9
10		22 Water												10
11		23 Telephone & Telegraph								203 58	203 58			11
12		24 Dues & Subscriptions												12
13		27 Repair Mat'l, M & E												13
14		28 Demonstrations	9 26			126 68	80 00			215 94		215 94		14
15		29 Distressed Mdse	537 02	658 28	58 57	156 12	495 73	188 39	142 86	2 201 97		2 201 97		15
16		30 Freight	31 34			11 00	4 15			46 49		46 49		16
17		34 Brokerage - Brokers	3 512 63	4 339 13	410 60	1 122 33	2 942 44	857 38	1 096 83	9 902 06		14 237 39		17
18		35 Brokerage - Carnation								9 335 33				18
19		36 Samples & Donations	418 64	368 92	105 04	29 83	250 67	146 96	190 20	1 570 26		1 570 26		19
20		38 Travel & Local	287 98		59 89	135 86	47 89			531 52		531 52		20
21		39 Bad Debts								300 00	300 00			21
22		40 Advertising	3 781 14	4 014 81	674 54	2 159 35	2 315 06	531 92	649 45	14 126 27		14 126 27		22
23		41 Coop. Advertising	1 358 49	1 677 05	157 78	430 30	1 138 50	832 24	405 64	5 500 00		5 500 00		23
24		44 Deals	3 938 91	3 522 11	152 66	883 24	1 121 84	725 25	1 614 60	11 358 61		11 358 61		24
25		45 Depreciation												25
26		46 Taxes, Other								1 030 83	1 030 83			26
27		47 Licenses												27
28		48 Insurance								400 00	400 00			28
29		50 Rent, Public Whse	618 36	1 454 47	159 91	740 05	1 751 48	486 40	3 147 45	8 378 12		8 378 12		29
30		51 Rent, Equipment												30
31		55 Miscellaneous								1 275 64	1 275 64			31
32														32
33														33
34														34
35		Sub-Total	14 499 72	16 034 77	1 778 99	5 283 65	10 147 71	3 213 54	6 647 93					35
36														36
37		Expense Dist.on Net Sales	1 306 84	1 580 29	139 30	381 18	936 44	289 58	346 56		4 980 19			37
38														38
39		Total	15 806 56	17 615 06	1 918 29	5 664 83	11 084 15	3 503 12	6 994 49	63 186 50	4 980 19	58 206 31		39
40														40
41														41

1861

[fol. 1802-1802a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT May 1959

	So.Cal	No.Cal	Ariz.	Pac.+N.W.	S.W.+Cent.	So.Cent.	N.Cent.	Total
2" Frt	9.217	8.137	1.190	4.641	16.375	347	85	39.012
9" Frt.	4.737	18.547	1.282	1.454	2.294	773	24	31.615
Creams	15.056	12.274	500	3.513	7.917	7.147	10.032	59.041
Other	1.820	1.434	177	115	532	—	—	4.078
Rose	1.256	1.040	330	1.150	328	—	—	4.104
Total	34.086	42.034	3.979	10.873	27.446	8.267	10.141	136.830

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	87 534	42 034	3 979	10 873	90 972	23 505	8 307	10 143	46 956	137 927
GROSS SALES	85 926 81	111 497 25	11 166 54	29 966 65	238 557 30	75 677 58	25 277 70	31 023 67	131 993 95	370 551 25
DISCOUNTS										
FREIGHT	1 702 07	4 244 09	1 103 37	2 937 93	10 027 96	12 147 79	2 393 31	3 404 00	17 945 10	27 983 06
SPOILS	960 89	321 73	30 44	83 92	696 28	218 17	63 57	77 42	359 16	1 055 44
TOTAL	1 962 96	545 82	1 134 21	3 071 15	10 734 24	12 345 96	2 456 88	3 481 42	18 304 26	29 038 70
NET SALES	83 963 90	106 931 43	10 032 23	26 895 50	227 823 06	63 311 62	22 820 82	27 557 05	113 689 47	341 512 55
PRIME COST	41 562 30	56 335 09	5 531 39	13 102 96	116 537 74	33 174 25	8 788 29	10 056 64	52 039 18	168 576 92
PROCESSING COST	22 298 77	25 812 20	2 274 51	6 417 07	57 002 55	17 529 54	6 817 94	8 059 00	31 966 98	88 969 03
TOTAL COST OF SALES	63 861 07	82 147 29	7 805 90	19 520 03	173 540 29	50 703 79	15 606 23	18 115 64	84 006 16	257 545 95
GROSS PROFIT	20 076 83	24 784 14	2 226 33	7 175 47	54 282 77	13 527 82	7 214 59	9 441 41	29 683 82	83 966 60
SELLING	15 806 51	17 415 06	1 918 29	6 264 83	41 404 74	11 084 15	3 503 12	6 994 49	21 581 76	63 186 50
GENERAL & ADMINISTRATIVE	3 125 91	3 779 44	215 34	911 90	8 032 19	2 239 57	692 74	829 94	3 761 25	11 793 44
TOTAL EXPENSE	18 931 87	21 194 70	2 133 63	7 176 73	49 436 93	13 323 72	4 195 86	7 823 43	25 343 01	74 779 94
OPERATING PROFIT	1 144 96	3 589 44	92 70	(1 26)	4 845 84	(795 87)	3 518 73	1 617 98	4 340 82	8 986 66
PER CASE: GROSS SALES	2.52	2.65	2.81	2.76	2.62	2.66	3.04	3.06	2.81	2.69
DISCOUNTS										
FREIGHT	.05	.10	.28	.27	.11	.43	.29	.33	.38	.20
SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
TOTAL	.06	.11	.29	.28	.12	.44	.30	.34	.39	.21
NET SALES	2.46	2.54	2.52	2.48	2.50	2.22	2.74	2.72	2.42	2.48
PRIME COST	1.22	1.34	1.39	1.21	1.28	1.16	1.06	.99	1.11	1.22
PROCESSING COST	.65	.61	.57	.61	.62	.62	.76	.80	.68	.65
TOTAL COST OF SALES	1.87	1.95	1.96	1.82	1.90	1.78	1.82	1.79	1.79	1.87
GROSS PROFIT	.59	.59	.56	.66	.60	.44	.92	.93	.63	.61
SELLING	.47	.42	.47	.58	.46	.39	.42	.69	.46	.46
GENERAL & ADMIN STRATIVE	.09	.09	.07	.08	.09	.08	.08	.08	.08	.08
TOTAL EXPENSE	.56	.51	.54	.66	.55	.47	.50	.77	.54	.54
OPERATING PROFIT	.03	.08	.02	(.00)	.05	(.03)	.42	.16	.09	.07

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[fol. 1803-1803a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT April 1959

	S.C.	N.C.	ARIZONA	P.N.W.	S.W.	S.C.	W.C.	Total
8"	17.593	5.296	1137	7.459	18.677	1137	230	51.516
9"	7.210	19.099	4120	1.326	2800	1133	65	34.701
CREAMS	17.670	11.500	1738	9.210	19.889	7210	8594	67.761
OTHER	2.078	1.830	2055	1.973	1.053			8.989
TOTAL	45.151	37.725	9100	19.963	37.299	11.540	8889	169.577

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA 4-59	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	45 151	37 726	9 100	14 963	106 939	37 299	11 560	8 772	57 732	164 577
GROSS SALES	108 523 60	102 081 45	26 709 59	40 034 60	277 349 19	100 921 41	35 102 34	27 282 39	163 346 14	440 715 33
DISCOUNTS	1 981 21	3 250 17	2 318 76	3 431 57	10 782 31	13 199 60	2 389 10	2 543 24	18 631 94	29 414 25
FREIGHT	637 40	529 19	186 49	306 53	1 484 56	513 29	160 63	123 37	802 30	2 286 26
SPOILS	2 509 21	3 779 36	2 345 20	3 438 10	12 266 37	13 717 89	3 049 73	2 666 62	19 434 24	31 701 11
TOTAL										
NET SALES	106 014 39	98 307 09	24 364 24	36 596 50	265 082 32	87 203 52	22 652 61	24 615 77	143 931 90	409 014 22
PRIME COST	60 529 44	57 381 79	13 812 47	19 525 73	151 297 43	47 725 59	13 702 35	9 726 38	71 353 31	222 650 74
PROCESSING COST	20 919 13	17 005 77	3 914 91	6 530 02	48 369 88	17 315 62	4 267 51	5 117 42	28 600 55	76 970 43
TOTAL COST OF SALES	81 496 62	74 387 56	18 927 38	26 055 75	199 667 31	64 941 20	20 069 86	14 942 80	99 953 86	299 621 17
GROSS PROFIT	24 517 77	23 919 53	5 436 86	10 540 75	65 415 01	22 322 32	11 932 75	9 672 97	43 978 04	109 393 05
SELLING	10 214 23	10 336 02	5 446 75	7 592 52	34 339 52	13 232 11	5 499 11	5 175 49	23 282 71	57 622 23
GENERAL & ADMINISTRATIVE	3 275 74	3 087 74	762 89	1 129 73	8 191 22	2 696 49	990 50	760 60	4 447 59	12 638 81
TOTAL EXPENSE	13 590 09	13 873 76	6 399 64	8 669 25	42 530 74	15 928 60	6 489 61	5 936 09	28 330 30	70 861 04
OPERATING PROFIT	10 927 68	10 045 77	937 32	1 673 50	22 884 27	6 412 72	5 498 14	3 736 88	15 647 74	38 532 01
PER CASE: GROSS SALES	2.40	2.70	2.94	2.69	2.59	2.70	3.04	3.07	2.83	2.68
DISCOUNTS	.04	.09	.25	.23	.10	.35	.26	.29	.33	.18
FREIGHT	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
SPOILS	.05	.10	.26	.24	.11	.36	.26	.30	.34	.19
TOTAL										
NET SALES	2.35	2.60	2.68	2.45	2.48	2.34	2.77	2.77	2.49	2.49
PRIME COST	1.34	1.52	1.52	1.31	1.42	1.28	1.19	1.10	1.24	1.35
PROCESSING COST	.46	.35	.43	.44	.45	.46	.57	.58	.49	.47
TOTAL COST OF SALES	1.80	1.87	1.95	1.75	1.87	1.74	1.78	1.68	1.73	1.82
GROSS PROFIT	.55	.63	.73	.70	.61	.60	1.04	1.09	.76	.67
SELLING	.23	.29	.49	.51	.32	.35	.48	.58	.41	.35
GENERAL & ADMINISTRATIVE	.07	.08	.08	.08	.08	.08	.08	.09	.08	.08
TOTAL EXPENSE	.30	.37	.76	.59	.40	.43	.56	.67	.49	.43
OPERATING PROFIT	.25	.26	.03	.11	.21	.17	.48	.42	.27	.24

[fol. 1804-1804a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
April, 1959

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	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
1		01 Wages & Salaries								1 545 00	1 545 00			1
2		03 Social Security								20 97	20 97			2
3		04 Insurance-Ind.								46 53	46 53			3
4		05 Health & Welfare												4
5		13 Office Supplies								35 57	35 57			5
6		14 Ice Purchases								9 77	9 77			6
7		16 Collection & Exchange												7
8		19 General Supplies												8
9		20 Fuel												9
10		22 Water												10
11		23 Telephone & Telegraph								159 41	159 41			11
12		24 Dues & Subscriptions												12
13		27 Repair Mat'l, M & E												13
14		28 Demonstrations	74 04	61 86	14 92	34 37	175 19	61 17	18 96	14 56	94 69	249 88	249 88	14
15		29 Distressed Mdse	499 47	417 31	100 66	164 91	1 131 95	412 61	127 88	98 21	638 70	1 820 55	1 820 55	15
16		30 Freight									151 58	151 58		16
17		34 Brokerage - Brokers	4 211 12	3 961 14	1 026 43	1 553 49	10 762 18	3 918 46	1 362 10	1 052 66	4 339 22	6 579 44	17 181 40	17
18		35 Brokerage - Carnation										10 521 96		18
19		36 Samples & Donations									1 520 19	1 520 19		19
20		38 Travel & Local									685 49	685 49		20
21		39 Bad Debts	32 60	68 47	16 59	27 09	194 75	47 99	21 07	16 19	105 25	300 00	300 00	21
22		40 Advertising	849 03	669 65	2 144 43	2 089 90	5 752 51	823 63	171 55	121 76	1 126 94	6 879 45	6 879 45	22
23		41 Coop. Advertising	1 810 72	1 512 35	364 91	596 05	4 284 53	1 495 32	463 58	356 07	2 315 47	6 600 00	6 600 00	23
24		44 Deals	384 41	292 02	1 814 10	1 724 86	3 570 39	2 725 45	1 610 18	1 502 46	5 838 09	9 408 43	9 408 43	24
25		45 Depreciation												25
26		46 Taxes, Other									1 040 21	1 040 21		26
27		47 Licenses												27
28		48 Insurance									400 00	400 00		28
29		50 Rent, Public Whse	717 00	2 418 57	324 15	665 38	4 025 10	2 363 44	1 195 53	1 588 29	5 147 26	9 172 36	9 172 36	29
30		51 Rent, Equipment									371 00	371 00		30
31		55 Miscellaneous									734 39	734 39		31
32														32
33														33
34														34
35		Sub-Total	8 628 39	9 356 37	5 216 19	6 745 05	29 946 50	11 848 57	4 970 35	4 766 20	21 605 62			35
36														36
37		Expense Dist.on Net Sales	1 685 34	1 479 15	430 56	797 47	4 898 02	1 344 54	523 26	409 29	2 277 09		6 670 11	37
38														38
39		Total	10 314 03	10 836 02	5 646 75	7 542 52	34 389 52	13 213 11	5 493 61	5 175 49	23 882 71	58 222 23	6 670 11	51 552 12 39
40														40
41							1844							41

[fol. 1805-1805a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
March, 1959

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	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-ESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
1		01 Wages & Salaries	291 36	436 38	43 49	123 95	247 91	58 50	70 91	1 277 50	1 277 50			1
2		03 Social Security	3 31	3 53	35	1 00	2 00	47	57	11 13	11 13			2
3		04 Insurance-Ind.	7 32	8 06	80	2 29	4 58	1 08	1 31	25 44	25 44			3
4		05 Health & Welfare												4
5		13 Office Supplies												5
6		14 Ice Purchases												6
7		16 Collection & Exchange												7
8		19 General Supplies												8
9		20 Fuel												9
10		22 Water												10
11		23 Telephone & Telegraph	65 80	92 45	7 92	20 58	41 14	9 71	11 77	228 69	228 69			11
12		24 Dues & Subscriptions												12
13		27 Repair Mat'l, M & E												13
14		28 Demonstrations	15 40	15 37	1 65	4 43	10 42	1 95	2 33	51 75		51 75		14
15		29 Distressed Mdse	908 55	906 87	97 32	278 18	615 13	115 18	137 41	3 053 64		3 053 64		15
16		30 Freight	19 84	21 85	2 18	4 21	12 41	2 92	3 55	68 96	68 96			16
17		34 Brokerage - Brokers	4 865 47	5 441 99	574 92	1 630 28	3 502 59	771 15	941 55	6 900 97		19 728 01		17
18		35 Brokerage - Carnation								10 827 04				18
19		36 Samples & Donations	123 78	202 34	20 17	57 47	114 95	27 12	32 88	438 71	438 71			19
20		38 Travel & Local												20
21		39 Bad Debts	86 33	95 03	9 47	24 99	54 00	12 74	15 44	300 00		300 00		21
22		40 Advertising	1 300 28	1 421 54	142 67	406 [illegible]	313 28	191 92	232 60	4 518 95	4 518 95			22
23		41 Coop. Advertising	2 175 08	2 171 04	222 98	453 99	1 472 62	276 75	328 97	7 310 45		7 310 45		23
24		44 Deals	127 35	348 12	36 24	469 49	1 702 40	270 74	1 433 01	5 263 32	5 263 32			24
25		45 Depreciation												25
26		46 Taxes, Other	301 42	331 85	33 07	94 26	188 52	44 99	53 92	1 047 53	1 047 53			26
27		47 Licenses												27
28		48 Insurance	115 10	126 72	12 63	35 99	71 99	16 98	20 59	400 00	400 00			28
29		50 Rent, Public Whse	987 51	1 495 53	287 29	424 32	2 370 04	754 49	1 124 91	8 094 76		8 094 76		29
30		51 Rent, Equipment												30
31		55 Miscellandous	339 18	373 42	37 21	106 07	212 14	50 04	60 68	1 178 76	1 178 76			31
32														32
33														33
34														34
35		Sub-Total	11 797 93	15 702 17	1 539 27	4 537 79	11 942 16	3 205 25	4 472 40	51 297 60	14 758 99	36 538 61		35
36														36
37		Expense Dist.on Net Sales												37
38														38
39		Total												39
40														40
41						1805								41

[fol. 1806-1806a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT March 1959

	S.C.	N.C.	Ariz.	P.N.W.	S.W.	S.C.	N.C.	TOTAL
8	29765	14104	1932	9185	23.492	12[illegible]	167	80.185
9	10966	28666	2227	3105	3.442	[illegible]	34	48.108
CREAMS	8729	7573	450	3492	7.315	7592	7475	39.574
Di[illegible]	2387	1[illegible]	985	958	736	35	196	8901
Total	51997	51903	5[illegible]	15,635	35.226	6[illegible]	9861	178.768

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		SOUTHERN CALIFORNIA I	NORTHERN CALIFORNIA II	ARIZONA III	PACIFIC NW MTN. STATES IV	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION V	SOUTH CENTRAL DIVISION VI	WEST CENTRAL DIVISION VII	TOTAL EASTERN DIVISION	GRAND TOTAL	
1	CASE SALES	51 999	51 905	5 569	15 635	125 105	35 206	4 593	7 864	47 663	174 768	1
2												2
3	GROSS SALES	123 890 15	133 570 52	14 640 69	41 512 37	313 613 73	89 187 27	19 636 01	23 975 23	132 798 51	451 412 24	3
4	DISCOUNTS											4
5	FREIGHT	2 309 67	4 744 19	1 301 32	3 494 33	11 852 96	13 125 21	1 697 92	2 234 62	17 057 75	28 910 71	5
6	SPOILS	333 24	332 65	35 70	100 20	801 81	225 63	42 25	50 41	318 29	1 120 10	6
7	TOTAL	2 642 35	5 080 84	1 337 02	3 594 53	12 654 77	13 350 84	1 740 17	2 285 03	17 376 04	30 030 81	7
8												8
9	NET SALES	121 247 52	133 489 63	13 303 67	37 917 79	305 958 96	75 836 43	17 895 84	21 690 20	115 422 47	421 381 43	9
10												10
11	PRIME COST	75 559 08	83 914 15	8 790 59	22 104 64	190 568 46	48 334 55	8 512 04	9 458 21	66 304 80	256 873 26	11
12	PROCESSING COST	25 814 69	25 931 16	2 760 20	8 012 82	62 518 87	17 747 42	4 089 82	5 395 47	27 232 71	89 751 53	12
13	TOTAL COST OF SALES	101 373 72	109 845 31	11 750 79	30 117 46	253 087 28	66 081 97	12 601 86	14 853 68	93 537 51	346 624 79	13
14												14
15	GROSS PROFIT	19 874 10	23 644 37	1 552 87	7 800 33	52 871 68	9 754 46	5 293 98	6 836 52	21 984 96	74 756 64	15
16												16
17	SELLING	11 897 98	13 702 13	1 539 84	4 537 79	31 677 79	11 942 16	3 205 25	4 472 40	19 119 81	51 297 60	17
18	GENERAL & ADMINISTRATIVE	3 934 00	4 326 23	437 13	1 245 91	10 053 27	2 491 85	587 02	712 70	3 792 57	13 845 84	18
19	TOTAL EXPENSE	15 831 98	18 033 41	1 976 97	5 783 70	41 731 06	14 434 01	3 793 27	5 185 10	23 912 38	65 143 44	19
20												20
21	OPERATING PROFIT	3 992 12	5 555 96	(424 09)	2 014 43	11 140 62	(4 679 55)	1 500 71	1 651 42	(1 527 42)	9 613 20	21
22												22
23	PER CASE: GROSS SALES	2 38	2 67	2 63	2 65	2 55	2 53	2 98	3 05	2 67	2 53	23
24	DISCOUNTS											24
25	FREIGHT	04	09	23	22	09	37	26	28	34	16	25
26	SPOILS	01	01	01	01	01	01	01	01	01	01	26
27	TOTAL	05	10	24	23	10	38	27	29	35	17	27
28												28
29	NET SALES	2 33	2 57	2 39	2 42	2 45	2 15	2 71	2 76	2 32	2 91	29
30	PRIME COST	1 45	1 62	1 61	1 41	1 53	1 37	1 29	1 20	1 33	1 47	30
31	PROCESSING COST	50	50	50	51	50	50	42	49	55	51	31
32	TOTAL COST OF SALES	1 95	2 12	2 11	1 92	2 03	1 87	1 91	1 89	1 88	1 98	32
33	GROSS PROFIT	38	45	28	50	42	28	80	87	44	43	33
34	SELLING	23	26	27	29	25	34	49	57	39	29	34
35	GENERAL & ADMINISTRATIVE	07	09	08	07	08	07	09	09	08	08	35
36	TOTAL EXPENSE	30	34	35	37	33	41	58	66	47	37	36
37												37
38	OPERATING PROFIT	08	11	(07)	13	09	(13)	22	21	(03)	06	38
39												39

[fol. 1807-1807a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT For ... 19..

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	51 [illegible]	[illegible]	5 579	12 471	95 117	33 854	9 572	8 293	51 719	146 836
GROSS SALES	115 730 58	70 [illegible] 74	15 721 73	32 118 05	233 102 40	90 516 54	28 029 27	25 477 43	144 223 44	375 325 84
DISCOUNTS										
FREIGHT	2 [illegible] 01	[illegible] 03	[illegible] 19	[illegible] 33	9 412 93	12 937 01	3 544 53	2 [illegible] 11	[illegible] 45	28 745 53
SPOILS	[illegible] 71	[illegible] 41	153 55	153 00	1 149 55	415 35	117 63	101 97	[illegible] 35	1 802 98
TOTAL	3 [illegible] 49	[illegible] 31	[illegible] 79	3 [illegible] 33	10 731 48	13 352 89	3 652 11	2 752 [illegible]	[illegible] 95	30 549 41
NET SALES	112 [illegible] 41	67 [illegible] 42	[illegible] 01	[illegible] 00	220 92	77 163 65	29 367 16	22 [illegible] 6	129 [illegible] 46	247 774 28
PRIME COST	73 [illegible] 12	[illegible] 042 80	9 902 81	17 301 24	143 403 07	46 179 70	12 749 90	10 177 [illegible]	69 [illegible] 37	212 501 44
PROCESSING COST	33 [illegible] 57	[illegible] 593 00	3 644 51	3 464 72	43 435 80	25 193 83	7 629 48	7 41[illegible]	40 [illegible] 52	103 [illegible] 32
TOTAL COST OF SALES	107 [illegible] 69	[illegible] 560 80	13 549 32	26 766 01	206 838 87	71 369 03	20 379 38	17 597 48	[illegible] 345 39	316 [illegible] 76
GROSS PROFIT	5 [illegible] 77	4 943 62	[illegible] 613 69	3 [illegible] 95	16 432 05	5 794 62	2 987 78	5 [illegible] 17	15 [illegible] 57	21 [illegible] 62
SELLING	10 [illegible] 42	7 627 93	1 481 57	4 240 72	24 018 64	14 620 41	7 796 12	1 479 29	23 [illegible] 11	52 [illegible] 75
GENERAL & ADMINISTRATIVE	3 [illegible] 54	1 956 95	[illegible] 10 55	[illegible] 33	6 474 37	2 236 93	[illegible] 706 36	[illegible] 664 59	3 [illegible] 71	10 [illegible] 18
TOTAL EXPENSE	13 [illegible] 96	9 634 88	1 892 12	5 079 05	30 487 01	16 857 34	8 432 54	7 148 89	32 [illegible] 92	62 [illegible] 93
OPERATING PROFIT	[illegible] 13	[illegible] 91 [illegible]	[illegible] 78 [illegible]	[illegible] 925 [illegible]	14 054 96	[illegible] 11 062 92	[illegible] 4 474 76	[illegible] 1 816 47	[illegible] 17 [illegible] 85	[illegible] 31 429 31
PER CASE: GROSS SALES	2.2 755 21	2.1 919 33	2.8 180 19	2.5 [illegible] 19	2.4 612 04	2.6 737 82	2.9 282 56	3.0 963 02	2.7 [illegible] 97	2.5 765 20
DISCOUNTS										
FREIGHT	.0 [illegible] 63	.0 [illegible] 99	.2 671 07	.2 [illegible] 53	.1 018 64	.3 821 41	.3 703 02	.3 196 80	.3 [illegible] 35	.1 957 67
SPOILS	.0 122 86	.0 122 [illegible]	.0 122 24	.0 122 24	.0 122 35	.0 122 35	.0 122 38	.0 122 24	.0 [illegible] 24	.0 122 [illegible]
TOTAL	.0 [illegible] 49	.1 [illegible] 83	.2 793 31	.2 [illegible] 37	.1 133 49	.3 944 26	.3 825 35	.3 319 64	.3 [illegible] 19	.2 080 52
NET SALES	2.2 [illegible] 72	2.5 [illegible] 50	2.5 336 25	2.3 [illegible] 82	2.3 477 55	2.2 793 [illegible]	2.5 456 71	2.7 [illegible] 38	2.4 [illegible] 78	2.3 684 63
PRIME COST	1.4 371 67	1.6 [illegible] 15	1.7 750 15	1.3 [illegible] 26	1.5 [illegible] 44	1.3 638 18	1.3 [illegible] 00	1.2 [illegible] 72	1.3 [illegible] 35	1.4 [illegible] 03
PROCESSING COST	.6 651 19	.6 [illegible] 96	.6 [illegible] 13	.6 [illegible] 77	.6 [illegible] 50	.7 442 23	.7 [illegible] 62	.8 [illegible] 96	.7 [illegible] 96	.7 [illegible] 57
TOTAL COST OF SALES	2.1 [illegible] 86	2.3 [illegible] 41	2.4 [illegible] 28	2.0 [illegible] 77	2.1 [illegible] 94	2.1 081 41	2.1 [illegible] 62	2.1 [illegible] 8	2.1 [illegible] 31	2.1 [illegible] 60
GROSS PROFIT	.1 [illegible] 86	.2 [illegible] 89	.1 [illegible] 06	.3 [illegible] 04	.1 [illegible] 56	.1 711 65	.4 [illegible] 09	.6 [illegible] 70	.2 [illegible] 47	.2 [illegible] 02
SELLING	.2 [illegible] 83	.2 [illegible] 54	.2 [illegible] 62	.3 [illegible] 47	.2 [illegible] 54	.4 318 72	.8 [illegible] 81	.7 [illegible] 00	.5 [illegible] 27	.3 [illegible] 39
GENERAL & ADMINISTRATIVE	.0 [illegible] 11	.0 [illegible] 35	.0 [illegible] 88	.0 [illegible] 22	.0 [illegible] 67	.0 660 76	.0 [illegible] 94	.0 [illegible] 36	.0 [illegible] 58	.0 [illegible] 48
TOTAL EXPENSE	.2 [illegible] 94	.3 [illegible] 49	.3 391 50	.4 [illegible] 19	.3 [illegible] 21	.4 979 48	.8 [illegible] 73	.8 [illegible] 36	.6 [illegible] 25	.4 [illegible] 52
OPERATING PROFIT	[illegible] .1 603 [illegible]	[illegible] .1 [illegible] 64	.2 291 51	.1 [illegible] 45	.1 [illegible] 5	[illegible] .3 267 [illegible]	[illegible] .1 [illegible] 71	[illegible] .2 190 40	[illegible] .3 359 [illegible]	.2 140 [illegible]

1807

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
February, 19 57

4-A

53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
01	Wages & Salaries	499 65	297 94	62 51	127 64	340 57	107 54	101 17	549 58	1 535 20			1
03	Social Security	4 85	2 90	61	1 24	3 32	1 05	99	5 36	14 96		14 96	2
04	Insurance-Ind.	9 18	5 49	1 15	2 35	6 28	1 98	1 87	10 13	28 30		28 30	3
05	Health & Welfare												4
13	Office Supplies	3 35	2 01	112	86	2 29	72	68	3 49	10 22		10 23	5
14	Ice Purchases												6
16	Collection & Exchange												7
19	General Supplies	8 17	4 80	1 02	2 09	5 57	1 76	1 66	9 00	25 17		25 17	8
20	Fuel												9
22	Water												10
23	Telephone & Telegraph	39 37	23 53	4 75	10 10	24 95	3 51	1 01	43 47	121 47		121 47	11
24	Dues & Subscriptions												12
27	Repair Mat'l, M & E												13
28	Demonstrations				99 48					99 48	99 48		14
29	Distressed Mdse	409 24	210 25	42	100 24	272 17	76 96	66 47	415 33	1 152		1 130 50	15
30	Freight	27 59	16 51	3 74	7 07	18 87	5 96	5 61	30 44	85 07	85 07		16
34	Brokerage - Brokers	4 414 34	2 633 77	599 00	1 223 81	3 449 14	1 067 97	977 45	5 495 56	4 511 15		14 416 48	17
35	Brokerage - Carnation									7 905 33			18
36	Samples & Donations	128 42	76 70	16 13	32 94	87 90	27 76	24 11	141 77	326 17	326 17		19
38	Travel & Local	79 75	47 75	10 42	26 45	54 53	17 23	14 21	88 02	245 00	245 99		20
39	Bad Debts	91 85	55 25	13 47	25 47	71 77	22	20 36	114 34	300 00		300 00	21
40	Advertising	451 57	247 47	52 77	117 96	320 22	98 53	78 43	489 18	1 381 75			22
41	Coop. Advertising	2 045 93	1 051 29	224 17	501 10	1 360 28	339 61	333 22	2 078 11	5 900 00		5 900 00	23
44	Deals	1 746 98	800 38	235 78	1 430 53	4 601 73	2 781 98	4 546 83	12 180 54	17 164 66			24
45	Depreciation												25
46	Taxes, Other	332 78	209 30	42	86 83	221 81	73 20	68 86	373 87	1 044 82	1 044 82		26
47	Licenses												27
48	Insurance	129 61	77 44	16	33 26	88 75	28 02	24 84	143 13	400 00	400 00		28
50	Rent, Public Whse	53 16	1 320 12	9	525 83	1 421 42	3 110 19	1 130 91	5 912 52	8 274 64		8 274 64	29
51	Rent, Equipment												30
55	Miscellaneous	83 33	49 84	10 46	21 35	56 97	17 99	16 92	91 77	256 76	256 76		31
													32
													33
													34
	Sub-Total	10 612 42	7 477 92	1 471 54	4 240 72	14 620 61	7 774 18	6 479 32	23 376 11	52 888 75	1 144 14	30 171 10	35
													36
	Expense Dist. on Net Sales												37
													38
	Total												39
													40
					1808								41

[fol. 1809-1809a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
JANUARY, 1959

53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-STERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
01	Wages & Salaries								1535 00	1535 00			1
03	Social Security								23 79	23 79			2
04	Insurance-Ind.								28 57	28 57			3
05	Health & Welfare												4
13	Office Supplies								79 48	79 48			5
14	Ice Purchases												6
16	Collection & Exchange												7
19	General Supplies												8
20	Fuel												9
22	Water												10 ✓
23	Telephone & Telegraph								118 27	118 27			11
24	Dues & Subscriptions												12
27	Repair Mat'l, M & E												13
28	Demonstrations								97 25	97 25			14
29	Distressed Mdse								2440 12	2440 12			15
30	Freight								37 43	37 43			16
34	Brokerage - Brokers	2333 27	3653 47	342 38	1395 65 ✓	3336 90	916 06	1473 79	13471 52		13471 52		17
35	Brokerage - Carnation												18 ✓
36	Samples & Donations	97 92	26 11		43 44 ✓	17 81			404 31	242 30	162 01		19
38	Travel & Local												20
39	Bad Debts	51 96	81 36	8 07	31 08	74 51	20 40	32 82	300 00		300 00		21
40	Advertising	330 81	455 53	41 97	178 91	448 48	103 56	161 02	1720 28		1720 28		22
41	Coop. Advertising	999 96	1376 96	124 88	540 80	1355 41	313 04	486 72	5200 00		5200 00		23
44	Deals	341 59	1837 62	68 54	1932 02	6987 44	3882 84	7659 49	23946 95		23946 95		24
45	Depreciation												25
46	Taxes, Other								1023 35	1023 35			26
47	Licenses												27
48	Insurance								400 00	400 00			28
50	Rent, Public Whse	333 33	2605 97	179 75	721 10 ✓	1795 95	799 96	1026 25	7462 31		7462 31		29
51	Rent, Equipment								369 25	369 25			30
55	Miscellandous								974 16	974 16			31
													32
													33
	Sub-Total	5008 84	10113 55	1404 66	4843 24	14016 83	6035 86	10840 09					34 35
	Expense Dist. on Net Sales	1363 24	2105 29	199 70	752 36	1674 95	482 66	790 69					36 37 ✓
	Total	6372 08	12718 84	1604 36	5595 60	15691 78	6518 52	11630 78	59131 87	7369 87	52763 07		38 39 40 41

1809

CARNATION COMPANY - FROZEN FOODS DIVISION

BRANCH PROFIT & LOSS STATEMENT

December, 1951

SELLING	I Southern California	II Routes	III No. Calif & Reno	IV Arizona	V Pacific North West	VI ountain States	VII Texas Louisiana	VIII Mid West	IX South East	Total	Amount Distributed on % Net Sls	Amount Allocated Directly	Adjustment
01 Wages & Salaries										1 35 22	1 35 00		
03 Social Security										23 27	3 27		
04 Insurance - Ind													
05 Health & Welfare													
11 Tires & Tubes													
12 Gas & Oil													
13 Office Supplies										2 74 87	2 04 87		
14 Ice Purchases													
16 Collection & Exchange													
17 Bridge Tolls													
19 General Supplies										248	248		
20 Fuel													
22 Water													
23 Telephone & Telegraph										1 87 53	1 17 53		
27 Repair Material M&E													
30 Freight													
Distressed March													
34 Brokerage	45 41 24		61 06 28	4 16 81	9 45 66	10 79 41	28 23 89	13 14 49		1 77 54 7	45 79 01		1 77 54 78
35 Dues & Subscriptions													
36 Samples & Donations										34 768	34 768		
38 Travel & Local										2 79 81	2 47 86		
39 Bad Debts	(727 20)		(977 65)	(71 64)	(1 51 52)	(172 84)	(452 01)	(239 97)		(28 41 283)			(28 41 283)
40 Advertising	835 55		1 07 975	7 73 4	1 91 45	18 718	4 33 185	1 22 568		41 03 80			41 03 80
41 Coop. Advertising	972 57		1 25 093	9 07 5	2 12 07	22 951	6 97 39	36 349		37 66 73			37 66 73
42 Sales Promotion													
44 Deals	10 19 0 16		13 19 7 27	52 1 88	17 81 73	19 53 71	50 7 24	1 23 581		39 25 7 80			39 25 7 80
45 Depreciation													
46 Taxes - Other										1 28 72 1	1 34 721		
48 Licenses													
49 Insurance										1 86 1 81	1 76 1 91		
50 Rent - Bldg.													
51 Rent - Public Whse.	139 43		2 53 1 44	2 6 8	8 67 30	3 73 20	10 30 49	4 14 68		92 93 72			92 93 72
52 Rent - Equipment										1 1 33	1 0 33		
53 Miscellaneous										2 0 9	7 7		
Sub Total	15 75 1 95		2 32 0 80	1 59 9 15	3 1 1 69	1 45 0 17	7 61 4 84	5 1 63 16					
Expense Dist. on Net Sales	2 93 7 75		5 1 0 60	2 6 7 23	5 6 0 22	1 33 20	1 60 1 25	1 05 1 99					
Total	18 79 1 70		2 1 7 83 62	1 4 6 6 38	9 1 0 6 91	1 78 3 37	11 2 1 6 09	7 5 1 9 17		76 4 4 74			

1810

[fol. 1811-1811a]

CARNATION COMPANY FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT December, 1958

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA & RENO	ARIZONA	PACIFIC NORTHWEST	MOUNTAIN STATES	TOTAL WESTERN AREA	TEXAS-LOUISIANA	MIDWEST	Total Eastern Area	[illegible]	[illegible] Divisions	GRAND TOTAL	
CASE SALES	42 693	54 910	3 995	9 516	9 990	120 903	28 514	15 965	44 481	[illegible]		165 384	1
GROSS SALES	117 022 16	157 350 66	11 514 36	24 368 74	27 214 07	337 471 01	72 767 53	41 679 55	119 447 08	457 518 09		457 518 09	2
DISCOUNTS										—		—	3
FREIGHT	7 380 53	3 616 19	681 58	1 556 51	2 040 32	15 275 13	7 514 77	3 417 30	11 172 07	26 447 20		26 447 20	4
SPOILS	573 21	777 08	56 94	120 [illegible]	137 32	1 665 35	359 27	239 [illegible]	598 76	2 263 61		2 263 61	5
TOTAL	1 753 53	4 393 27	738 52	1 676 25	2 178 20	10 945 48	7 874 04	3 707 79	11 781 83	22 727 31		22 727 31	6
													7
NET SALES	115 068 63	152 956 39	10 775 94	22 691 99	25 436 69	327 125 53	64 893 19	42 771 76	107 665 26	434 790 79		434 790 79	8
													9
PRIME COST	56 563 90	77 922 52	5 854 16	11 674 90	13 231 19	165 246 77	34 784 45	18 605 46	53 389 91	218 636 68	68 214 95	288 851 63	10
PROCESSING COST	15 063 86	19 555 68	1 401 30	3 257 80	3 191 32	42 473 76	10 342 02	7 005 51	17 347 53	59 821 29		59 821 29	11
TOTAL COST OF SALES	71 627 76	97 478 20	7 256 46	14 932 70	16 423 01	207 720 53	45 126 47	25 610 97	70 737 44	278 457 97	68 214 95	348 672 92	12
													13
GROSS PROFIT	43 435 68	53 675 19	3 518 38	7 757 23	8 913 68	119 404 76	19 766 99	17 160 79	36 927 78	156 332 54	(68 214 95)	88 117 59	14
													15
SELLING	18 791 76	26 787 62	1 644 33	3 926 91	4 288 37	56 439 19	11 216 09	9 513 17	20 729 26	77 168 45		77 168 45	16
GENERAL & ADMINISTRATIVE	1 556 16	2 091 03	146 44	307 00	347 00	4 447 63	877 49	578 13	1 455 62	5 903 25		5 903 25	17
TOTAL EXPENSE	20 347 89	29 052 65	1 812 82	4 233 91	4 635 37	60 886 82	12 093 58	10 091 30	22 184 88	83 071 70		83 071 70	18
													19
OPERATING PROFIT	23 087 87	24 622 54	1 705 56	3 523 32	4 283 31	58 517 94	7 673 41	7 069 49	14 742 90	73 260 84	(68 214 95)	5 045 89	20
													21
GROSS SALES	2.74	2.87	2.88	2.62	2.78	2.80	2.55	2.92	2.68	2.77		2.77	22
DISCOUNTS	—	—	—	—	—	—	—	—	—	—		—	23
FREIGHT	.03	.07	.17	.17	.20	.08	.26	.23	.25	.13		.13	24
SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01		.01	25
TOTAL	.04	.08	.18	.18	.21	.09	.27	.24	.26	.14		.14	26
													27
NET SALES	2.70	2.79	2.70	2.44	2.57	2.71	2.28	2.68	2.42	2.63		2.63	28
PRIME COST	1.33	1.45	1.47	1.26	1.33	1.38	1.23	1.17	1.20	1.34	.41	1.75	29
PROCESSING COST	.35	.36	.35	.35	.35	.36	.36	.43	.39	.36		.36	30
TOTAL COST OF SALES	1.68	1.81	1.82	1.61	1.68	1.74	1.59	1.60	1.59	1.70	.41	2.11	31
GROSS PROFIT	1.02	.98	.88	.83	.89	.97	.69	1.08	.83	.93	(.41)	.52	32
SELLING	.44	.49	.41	.47	.43	.46	.34	.60	.47	.46		.46	33
GENERAL & ADMINISTRATIVE	.04	.04	.04	.03	.02	.04	.03	.04	.03	.04		.04	34
TOTAL EXPENSE	.48	.53	.45	.50	.46	.50	.42	.64	.50	.50		.50	35
OPERATING PROFIT	.54	.45	.43	.33	.43	.47	.27	.44	.33	.43	(.41)	.02	36

(Includes Las Vegas Hawaii)

Oregon-Washington Alaska

Montana-Wyo. Utah-Colo. Idaho-El Paso New Mexico

Fla. Ga. Ohio-Kansas Mo.-Ohio

CARNATION COMPANY - FROZEN FOODS DIVISION Plan (15) for 1962

TERRITORIAL PROFIT & LOSS STATEMENT Dec. 1961

	So. Calif.	No. Calif.	Ariz.-N.M.	Pac. NW	So. West	So. Cent.	West Cent.	Totals
Case Sales	58,010	46,008	8,790	13,815	22,923	5,284	6,246	175,076
Gross Sales	131,374	126,232	24,792	31,843	57,303	14,097	15,140	400,781
Credits	3,044	4,041	2,300	2,576	11,956	2,024	370	26,311
Other	435	496	94	148	1,365	60	80	2,678
Total	3,669	4,537	2,395	2,719	13,322	2,084	450	28,989

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA El Paso	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	58 010	46 008	8 790	13 815	126 623	35 413	5 284	7 456	48 453	175 076
2											
3	GROSS SALES	131 374 71	126 232 36	24 792 91	31 843 54	314 303 10	72 646 62	14 097 76	15 140 53	101 884 91	416 188 01
4	DISCOUNTS										
5	FREIGHT	3 044 54	4 041 44	2 300 64	2 576 45	11 956 89	7 575 20	2 024 47	370 81	9 970 48	21 927 37
6	SPOILS	1 25 51	496 02	94 77	148 96	1 365 32	381 86	60 26	80 38	522 40	1 887 76
7	TOTAL	3 669 87	4 537 52	2 395 41	2 719 41	13 322 21	7 957 06	2 084 67	451 19	10 492 92	23 815 13
8											
9	NET SALES	127 704 42	121 754 84	22 397 50	29 124 13	300 980 89	64 689 56	12 013 09	14 689 34	91 391 79	392 372 88
10											
11	PRIME COST	66 428 96	60 641 32	11 959 18	15 522 48	154 553 32	37 460 34	6 303 52	7 931 06	51 894 92	206 463 30
12	PROCESSING COST	26 475 18	22 784 04	4 196 31	6 255 42	59 110 95	17 489 68	3 061 46	3 642 85	24 193 99	83 304 94
13	TOTAL COST OF SALES	92 904 14	82 825 36	16 155 49	21 723 84	213 669 32	55 150 02	9 364 98	11 573 91	76 088 91	289 758 24
14											
15	GROSS PROFIT	34 800 28	38 928 98	6 242 01	7 340 29	87 311 56	9 539 54	2 648 11	3 115 43	15 303 08	102 614 64
16											
17	SELLING	34 218 87	17 407 07	4 708 76	5 069 69	61 398 81	11 456 90	3 349 01	2 429 22	17 435 13	78 833 94
18	GENERAL & ADMINISTRATIVE	4 [illegible] 6	4 639 96	253 47	1 109 76	11 469 66	2 465 16	457 69	559 66	3 482 51	14 952 17
19	TOTAL EXPENSE	39 029 77	22 047 03	5 257 23	6 179 44	72 868 47	14 122 06	3 806 70	2 988 88	20 917 64	93 786 11
20											
21	OPERATING PROFIT	(4 229 49)	16 881 95	684 78	1 160 85	14 443 09	(4 582 52)	(1 158 59)	126 55	(5 614 56)	8 828 53
22											
23	PER CASE: GROSS SALES	2 26	2 74	2 82	2 31	2 48	2 05	2 52	2 03	2 10	2 38
24	DISCOUNTS										
25	FREIGHT	05	09	26	19	09	21	36	05	20	13
26	SPOILS	01	01	01	01	01	01	01	01	01	01
27	TOTAL	06	10	27	20	10	22	37	06	21	14
28											
29	NET SALES	2 20	2 64	2 55	2 11	2 38	1 83	2 15	1 97	1 89	2 24
30	PRIME COST	1 14	1 32	1 36	1 13	1 22	1 07	1 13	1 06	1 07	1 18
31	PROCESSING COST	46	48	48	45	47	49	55	49	50	47
32	TOTAL COST OF SALES	1 60	1 80	1 84	1 58	1 69	1 56	1 68	1 55	1 57	1 65
33	GROSS PROFIT	60	84	71	53	69	27	47	42	32	59
34	SELLING	59	38	54	37	49	33	60	38	36	45
35	GENERAL & ADMIN STRATIVE	08	10	09	08	09	07	08	07	07	09
36	TOTAL EXPENSE	67	48	63	45	58	40	68	46	43	54
37											
38	OPERATING PROFIT	(07)	36	08	08	11	(13)	(21)	03	(11)	05
39											
40											
41	Real Cost Per Case	475	213	414	227	[illegible]	217	415	312	340	301

[fol. 1813-1813a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
December, 1941

4-A

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
1		01 Wages & Salaries								1 700 00	1 700 00		
2		03 Social Security								18 00	18 00		
3		04 Insurance-Ind.								20 00	20 00		
4		05 Health & Welfare											
5		13 Office Supplies								7 49	7 49		
6		14 Ice Purchases											
7		16 Collection & Exchange											
8		19 General Supplies											
9		20 Fuel											
10		22 Water											
11		23 Telephone & Telegraph								172 69	172 69		
12		24 Dues & Subscriptions											
13		27 Repair Mat'l, M & E											
14		28 Demonstrations	R1 02			9 00				90 02		90 02	
15		29 Distressed Mdse											
16		30 Freight											
17		34 Brokerage - Brokers	6 985 47	4 882 94	959 77	4 232 70	2 812 89	645 74	586 11	2 863 41		16 111 17	
18		35 Brokerage - Carnation								18 247 56			
19		36 Samples & Donations	277 58	228 28	35 22	132 09	212 98	46 44	29 27	962 53		962 53	
20		38 Travel & Local	124 86	100 42	19 22	30 21	77 44	18 21	14 30	385 86		382 86	
21		39 Bad Debts								3 300 00	3 300 00		
22		40 Advertising								1 299 70	1 299 70		
23		41 Coop. Advertising	874 96	693 94						1 568 90		1 568 90	
24		44 Deals	37 569 46	9 729 92	2 637 68	3 134 11	2 703 19	2 319 65	1 589 30	55 738 24		55 738 24	
25		45 Depreciation											
26		46 Taxes, Other								183 96	183 96		
27		47 Licenses											
28		48 Insurance											
29		50 Rent, Public Whse	1 544 61	81 14	483 28		727 85	405 25	186 58	3 368 11		3 368 11	
30		51 Rent, Equipment								236 10	236 10		
31		55 Miscellandous								490 09	490 09		
32													
33													
34													
35		Sub-Total	34 016 47	17 246 21	4 473 83	5 021 39	11 533 08	3 327 49	2 403 16	78 833 94		78 222 73	
36													
37		Expense Dist. on Net Sales C&SF	202 82	140 86	30 73	48 30	123 82	19 52	26 06		612 11		
38													
39		Total	34 218 29	17 407 07	4 703 76	5 069 69	11 656 90	3 347 01	2 429 22	78 833 94			
40													
41													

1873

[fol. 1814-1814a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
November, 1941

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES		V SOUTH-STERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV		GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
1		01 Wages & Salaries										1 700 00	1 700 00		
2		03 Social Security										20 00	20 00		
3		04 Insurance-Ind.										24 39	24 39		
4		05 Health & Welfare													
5		13 Office Supplies										40 12	40 12		
6		14 Ice Purchases													
7		16 Collection & Exchange													
8		19 General Supplies													
9		20 Fuel													
10		22 Water													
11		23 Telephone & Telegraph										85 97	85 97		
12		24 Dues & Subscriptions													
13		27 Repair Mat'l, M & E													
14		28 Demonstrations				51 75		71 58				123 33		123 33	
15		29 Distressed Mdse										2 50	2 50		
16		30 Freight													
17		34 Brokerage - Brokers	6 056 16	7 253 14	1 107 83	3 092 72		3 342 57	1 422 11	469 70		2 577 79		22 744 23	
18		35 Brokerage - Carnation										20 366 44			
19		36 Samples & Donations	220 51	141 78	24 21	43 68		117 36	80 28	15 24		683 56		683 56	
20		38 Travel & Local	120 39	124 48	18 46	44 72		74 79	28 93	9 46		441 53		441 53	
21		39 Bad Debts										300 00	300 00		
22		40 Advertising										685 39	685 39		
23		41 Coop. Advertising										6 000 00	6 000 00		
24		44 Deals	28 393 59	23 428 07	4 512 27	13 169 03		6 087 18	2 968 95	1 305 21		79 914 90		79 914 90	
25		45 Depreciation													
26		46 Taxes, Other										1 093 82	1 093 82		
27		47 Licenses													
28		48 Insurance													
29		50 Rent, Public Whse	318 74	2 139 25	65 18	576 28		466 06	699 28	142 27		4 402 56		4 402 56	
30		51 Rent, Equipment										182 21	182 21		
31		55 Miscellaneous										517 64	517 64		
32															
33															
34															
35		Sub-Total	35 109 39	33 156 72	5 728 15	17 017 02		10 159 41	5 195 15	1 943 18		118 962 15		102 310 11	
36															
37		Expense Dist. on Case Net Sales	2 904 39	3 003 13	450 26	1 559 03		1 804 24	697 92	233 07			10 652 04		
38															
39		Total	38 013 78	36 159 85	6 178 41	18 577 11		11 963 65	5 893 07	2 176 25		118 962 15			0
40															
41							1944								

[fol. 1815-1815a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT November 1961

3	22,454	22,774	9,100	21,194	38,[illegible]	10,[illegible]	2,[illegible]	150,126
9	11,058	40,731	6,[illegible]	2,[illegible]	1,[illegible]	1,220	69	62,[illegible]
Creams	2,[illegible]93	7,068	1,[illegible]	2,[illegible]	5,[illegible]	3,[illegible]	1,[illegible]	25,077
Other	2,024	223	-	[illegible]	[illegible]	50	-	3,603
Total	45,535	67,763	10,[illegible]	35,[illegible]	[illegible]	15,250	5,260	240,355

274-74

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	65 535	67 763	10 160	35 177	178 435	40 710	15 750	5 260	61 720	240 355
2											
3	GROSS SALES	155 961 18	186 786 28	28 529 58	79 645 20	450 922 24	84 079 54	36 622 64	12 096 05	134 798 23	585 720 47
4	DISCOUNTS										
5	FREIGHT	4 478 55	7 887 87	2 894 43	8 798 99	23 629 84	9 377 82	4 277 09	666 56	14 321 47	37 951 31
6	SPOILS	203 50	243 78	37 22	103 91	588 36	112 32	47 78	15 98	175 88	764 24
7	TOTAL	4 752 05	7 631 40	2 931 65	8 908 90	24 218 20	9 490 14	4 324 87	682 34	14 497 35	38 715 55
8											
9	NET SALES	151 209 13	179 154 68	25 597 93	70 742 30	426 704 04	76 589 40	32 297 77	11 413 71	120 300 88	547 004 92
10											
11	PRIME COST	78 190 60	92 945 29	13 903 93	39 521 96	224 561 78	46 640 30	18 325 66	5 934 70	70 900 66	295 462 44
12	PROCESSING COST	28 904 22	30 568 56	4 613 68	14 854 96	78 941 42	19 901 76	7 799 01	2 588 85	30 289 62	109 231 04
13	TOTAL COST OF SALES	107 094 82	123 513 85	18 517 61	54 376 92	303 503 20	66 542 06	26 124 67	8 523 55	101 189 28	404 693 48
14											
15	GROSS PROFIT	44 114 31	55 640 83	7 080 32	16 365 38	123 200 84	10 042 34	6 173 10	2 890 16	19 105 60	142 306 44
16											
17	SELLING	33 013 78	36 189 85	6 178 41	18 577 11	93 959 15	11 763 48	5 893 07	2 176 25	20 033 80	113 962 15
18	GENERAL & ADMINISTRATIVE	3 821 99	4 527 38	646 77	1 787 57	10 783 04	1 935 33	816 10	288 34	3 039 77	13 822 81
19	TOTAL EXPENSE	41 835 10	40 687 23	6 825 18	20 364 68	109 712 19	13 899 01	6 709 17	2 464 59	23 072 77	132 784 96
20											
21	OPERATING PROFIT	2 279 21	14 953 60	255 14	(3 999 30)	13 488 65	(3 856 67)	(536 07)	425 57	(3 967 17)	9 521 48
22											
23	PER CASE: GROSS SALES	2 38	2 75	2 81	2 26	2 52	2 11	2 32	2 30	2 18	2 44
24	DISCOUNTS										
25	FREIGHT	07	11	29	25	13	23	27	13	23	16
26	SPOILS	-	-	-	-	-	-	-	-	-	-
27	TOTAL	07	11	29	25	13	23	27	13	23	16
28											
29	NET SALES	2 31	2 64	2 52	2 01	2 39	1 87	2 05	2 17	1 95	2 28
30	PRIME COST	1 19	1 37	1 37	1 12	1 26	1 14	1 16	1 13	1 15	1 23
31	PROCESSING COST	44	45	45	42	44	49	50	49	49	46
32	TOTAL COST OF SALES	1 63	1 82	1 82	1 54	1 70	1 63	1 76	1 62	1 64	1 69
33	GROSS PROFIT	68	82	70	47	69	25	39	55	31	59
34	SELLING	50	53	61	53	55	29	37	41	32	49
35	GENERAL & ADMINISTRATIVE	06	07	06	05	06	05	05	01	05	06
36	TOTAL EXPENSE	56	60	67	58	61	34	42	42	37	55
37											
38	OPERATING PROFIT	04	22	03	(11)	08	(09)	(03)	03	(01)	04
39											
40											
41	Deal Cost Per Case	433	346	444	374		150	189	248	1[illegible]	333

[fol. 1816-1816a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
October, 1941

4-A

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-ESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
1		01 Wages & Salaries								1,700 00	1,700 00			1
2		03 Social Security								20 00	20 00			2
3		05 Insurance-Ind.								24 37	24 37			3
4		09 Health & Welfare												4
5		13 Office Supplies								74 57	74 57			5
6		14 Ice Purchases												6
7		16 Collection & Exchange												7
8		19 General Supplies												8
9		20 Fuel												9
10		22 Water												10
11		23 Telephone & Telegraph								118 15	118 15			11
12		24 Dues & Subscriptions												12
13		27 Repair Matl, M & E												13
14		28 Demonstrations												14
15		29 Distressed Mdse												15
16		30 Freight												16
17		34 Brokerage - Brokers	5 211 27	4 149 67	2 297 36	1 942 65	2 892 52	949 09	446 64	2 757 39		20 427 62		17
18		35 Brokerage - Carnation								17 470 23				18
19		36 Samples & Donations	519 48	214 21	85 91	144 43	152 72	110 84	24 81	1 251 50		1 251 50		19
20		38 Travel & Local				114 95				114 95		114 95		20
21		39 Bad Debts								300 00	300 00			21
22		40 Advertising								1 428 32	1 428 32			22
23		41 Coop. Advertising								2 800 00	2 800 00			23
24		44 Deals	23 227 57	30 873 36	9 849 72	8 396 35	8 029 05	3 439 47	1 495 11	85 309 63		85 309 63		24
25		45 Depreciation												25
26		46 Taxes, Other								1 085 16	1 085 16			26
27		47 Licenses												27
28		48 Insurance												28
29		50 Rent, Public Whse	286 05	1 871 25	16 74	1 029 58	528 90	341 43	243 48	4 317 43		4 317 43		29
30		51 Rent, Equipment								185 50	185 50			30
31		55 Miscellaneous								257 00	257 00			31
32														32
33														33
34														34
35		Sub-Total	29 244 89	39 128 49	12 249 78	11 641 56	12 103 17	4 320 23	2 208 56	119 409 20		111 416 13		35
36														36
37		Expense Dist. on Net Sales	2 174 51	2 136 77	735 28	822 25	1 541 78	383 43	199 03		7 993 07			37
38														38
39		Total	31 418 90	41 265 26	12 985 01	12 463 81	13 644 95	5 223 66	2 407 59	119 407 20				39
40														40
41														41

1816

[fol.1817-1817a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT [illegible] 19[illegible]

Year To Date

	349,532	103,892	13,[illegible]	[illegible]	89,201	98,733	52,[illegible]	1,126,433
	20,370	895,616	44,[illegible]	12,[illegible]	11,[illegible]	4,047	60	380,949
Creamie	23,540	108,649	21,740	24,774	27,415	47,990	20,998	410,104
Other	11,046	8,954	493	1,715	2,352	1,572	—	20,852
Total	488,488	1,116,511	84,[illegible]	39,[illegible]	130,403	152,342	73,363	1,937,746

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	489,489	440,527	96,252	300,203	1326,547	383,467	154,369	73,365	611,199	1937,746
2											
3	GROSS SALES	1145,109.32	1198,779.23	262,700.72	689,536.88	3296,126.55	833,136.80	340,141.93	162,994.38	1336,273.08	4632,449.63
4	DISCOUNTS										
5	FREIGHT	25,847.72	49,707.13	22,404.19	77,027.27	174,986.30	99,899.76	46,932.89	12,119.77	159,002.42	333,989.72
6	SPOILS	2,699.07	2,848.15	575.19	1,574.93	7,697.34	1,967.71	825.41	363.74	3,156.86	10,854.20
7	TOTAL	28,546.79	52,555.27	22,979.38	78,602.20	182,683.64	101,867.47	47,808.30	12,483.51	162,159.28	344,842.92
8											
9	NET SALES	1116,562.43	1146,223.96	239,721.34	610,934.68	3113,442.91	731,268.33	292,333.63	150,510.84	1174,112.80	4287,605.71
10											
11	PRIME COST	625,684.04	628,414.84	132,729.35	365,786.69	1752,614.92	434,922.46	175,599.86	81,393.59	691,896.04	2444,510.98
12	PROCESSING COST	229,993.96	212,415.93	47,755.99	134,916.96	625,082.74	137,814.29	78,026.46	36,782.15	302,572.90	917,655.64
13	TOTAL COST OF SALES	855,677.90	840,830.77	180,485.34	490,703.65	2367,697.66	422,736.95	253,606.32	118,125.49	994,468.94	3362,166.62
14											
15	GROSS PROFIT	260,884.63	305,393.19	59,236.00	120,231.03	745,795.25	108,531.38	38,727.31	32,385.15	179,643.84	925,439.09
16											
17	SELLING	210,593.13	218,415.33	45,136.56	155,903.59	630,053.61	140,812.45	49,660.43	40,686.28	231,159.96	901,213.57
18	GENERAL & ADMINISTRATIVE	29,061.94	29,313.19	6,144.82	15,703.79	80,223.74	19,291.03	7,631.76	3,909.56	30,832.40	111,061.19
19	TOTAL EXPENSE	239,655.07	247,733.52	51,281.38	171,612.38	710,282.35	180,103.53	77,292.39	44,596.49	301,992.36	1012,274.91
20											
21	OPERATING PROFIT	21,229.46	57,660.17	7,954.62	(51,381.35)	35,512.90	(71,572.15)	(38,565.08)	(12,211.29)	(122,348.52)	(86,835.62)
22											
23	PER CASE: GROSS SALES	2.34	2.72	2.73	2.80	2.48	2.17	2.20	2.22	2.19	2.39
24	DISCOUNTS										
25	FREIGHT	.05	.11	.23	.26	.13	.26	.30	.16	.26	.17
26	SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
27	TOTAL	.06	.12	.24	.27	.14	.27	.31	.17	.27	.18
28											
29	NET SALES	2.28	2.60	2.49	2.03	2.34	1.90	1.89	2.05	1.92	2.21
30	PRIME COST	1.28	1.43	1.38	1.22	1.32	1.13	1.14	1.11	1.13	1.26
31	PROCESSING COST	.47	.48	.50	.41	.46	.49	.50	.58	.50	.47
32	TOTAL COST OF SALES	1.75	1.91	1.88	1.63	1.78	1.62	1.64	1.69	1.63	1.73
33	GROSS PROFIT	.53	.69	.61	.40	.56	.28	.25	.42	.29	.48
34	SELLING	.43	.49	.47	.52	.47	.42	.45	.55	.44	.46
35	GENERAL & ADMIN STRATIVE	.06	.07	.06	.05	.06	.05	.05	.05	.05	.06
36	TOTAL EXPENSE	.49	.56	.53	.57	.53	.47	.50	.60	.47	.52
37											
38	OPERATING PROFIT	.04	.13	.08	(.17)	.03	(.19)	(.25)	(.16)	(.18)	(.04)
39											
40	Deal Amount	140,115.12	133,614.51	30,628.81	106,977.17	[illegible]	102,307.49	43,636.25	27,434.68	173,378.37	523,163.99
41	Deal Cost Per Case	.286	.303	.313	.356	[illegible]	.214	.224	.374	.284	.301

[fol. 1818-1818a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT [illegible] 19[illegible]

	So. Calif.	No. Calif.	[illegible]	[illegible]	So. West	S. Cent.	West Cent.	Totals
R"	47.522	15,[illegible]	[illegible]	[illegible]	21,320	5,764	4775	127,251
9"	2,309	23,053	[illegible]	1,855	1,805	374	-	60,504
Creams	2,059	2,452	415	2,041	2,262	3,936	537	25,230
other	167	103	-	51	80	245	-	1,156
Total	58,581	57,564	19,810	22,152	41,537	10,831	5362	215,337

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA [illegible]	PACIFIC NW & MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	58 521	67 564	19 810	22 152	158 107	41 537	10 581	5 862	57 230	215 337
2											
3	GROSS SALES	134 795 78	159 585 97	53 424 01	50 750 83	404 556 59	87 751 61	24 549 47	11 527 41	123 828 49	528 385 08
4	DISCOUNTS										
5	FREIGHT	2 940 76	5 923 36	4 305 80	6 280 22	19 450 13	9 750 01	2 902 13	595 33	43 248 47	32 698 60
6	SPOILS	311 94	372 74	138 78	119 52	944 98	204 94	57 34	26 92	289 20	1 234 08
7	TOTAL	3 255 59	6 296 10	4 444 58	6 398 74	20 395 01	9 954 95	2 960 47	622 25	13 537 67	33 932 68
8											
9	NET SALES	131 540 19	153 289 87	54 979 43	44 352 09	384 161 58	77 796 66	21 587 00	10 905 16	110 290 82	494 452 40
10											
11	PRIME COST	70 441 81	78 625 99	29 156 69	25 074 20	203 498 69	48 283 64	12 166 36	6 152 39	66 602 39	270 101 08
12	PROCESSING COST	21 401 77	31 602 95	7 235 93	7 735 67	57 965 61	19 642 59	5 249 47	2 543 98	27 436 04	85 401 65
13	TOTAL COST OF SALES	92 043 58	100 228 94	36 392 91	32 809 87	261 464 30	67 926 23	17 415 83	8 696 37	94 038 43	355 502 73
14											
15	GROSS PROFIT	39 496 61	53 060 93	18 597 52	11 542 22	122 697 28	9 870 43	4 173 17	2 208 79	16 252 39	138 949 67
16											
17	SELLING	31 418 90	41 265 28	12 935 01	12 463 81	98 133 00	13 644 95	5 283 66	2 407 59	21 276 20	119 409 20
18	GENERAL & ADMINISTRATIVE	2 497 17	2 909 97	1 043 64	841 84	7 292 62	1 476 70	409 80	206 96	2 093 46	9 386 08
19	TOTAL EXPENSE	33 916 07	44 175 25	14 028 65	13 305 65	105 425 62	15 121 65	5 693 46	2 614 55	23 369 66	128 795 28
20											
21	OPERATING PROFIT	5 580 54	8 885 68	4 568 87	(1 763 43)	17 271 66	(5 251 22)	(1 460 29)	(405 76)	(7 117 27)	10 154 39
22											
23	PER CASE: GROSS SALES	2 30	2 77	3 00	2 29	2 56	2 11	2 38	2 15	2 16	2 45
24	DISCOUNTS										
25	FREIGHT	05	10	22	28	12	23	28	11	22	15
26	SPOILS	01	01	01	01	01	01	01	01	01	01
27	TOTAL	06	11	23	29	13	24	29	12	23	16
28											
29	NET SALES	2 24	2 66	2 77	2 00	2 43	1 87	2 09	2 03	1 93	2 29
30	PRIME COST	1 21	1 37	1 47	1 13	1 29	1 16	1 18	1 15	1 16	1 25
31	PROCESSING COST	36	37	36	35	36	47	51	47	48	40
32	TOTAL COST OF SALES	1 57	1 74	1 23	1 48	1 65	1 63	1 69	1 62	1 64	1 65
33	GROSS PROFIT	67	92	94	52	78	24	40	41	29	64
34	SELLING	54	72	66	56	62	33	50	45	37	55
35	GENERAL & ADMIN STRATIVE	04	05	05	04	05	04	04	04	04	04
36	TOTAL EXPENSE	58	77	71	60	67	37	54	49	41	59
37											
38	OPERATING PROFIT	09	15	23	(08)	11	(13)	(14)	(08)	(12)	05
39											
40											
41	Deal Cost Per Case	397	531	477	379	[illegible]	123	333	379	284	391

[fol. 1819-1819a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT Sept. 19 61

Year To Date

	So. Texas	No. Calif.	Northwest	Pac. Mtn.	So. West	So. Cent.	West Cent.	Totals
8"	245,011	92,422	15,470	234,418	453,811	97,248	47,530	998,780
9"	74,062	192,563	27,080	3,217	8,794	5,743	68	320,449
Creams	81,246	95,197	31,645	20,703	72,153	45,064	20,411	384,276
Other	10,389	2,851	423	1,469	2,172	1,353	—	18,463
Totals	430,908	382,033	76,445	278,051	341,930	144,038	68,001	1,722,409

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	430,908	383,033	76,445	278,051	1,168,440	341,930	144,038	68,001	553,969	1,722,409
GROSS SALES	1,010,313.44	1,039,198.76	203,276.71	638,836.05	2,891,619.96	745,324.17	315,592.46	151,466.77	1,212,443.59	4,104,063.55
DISCOUNTS										
FREIGHT	23,904.97	43,783.76	18,098.31	70,747.05	155,536.17	20,140.75	44,079.76	11,524.44	105,753.95	301,290.12
SPOILS	2,399.33	2,475.41	436.41	1,456.41	6,752.46	1,762.77	768.07	330.82	2,861.66	9,620.12
TOTAL	25,291.20	46,259.17	18,534.80	72,203.46	162,288.63	21,903.52	44,847.83	11,861.26	108,621.41	310,910.24
NET SALES	985,022.24	992,934.59	184,741.91	566,632.59	2,729,331.33	653,471.67	270,744.63	139,605.48	1,063,821.74	3,793,153.31
PRIME COST	555,047.23	549,783.85	103,572.66	340,712.49	1,549,116.23	386,639.02	163,413.50	75,241.15	625,293.67	2,174,409.90
PROCESSING COST	208,598.09	190,812.78	40,530.77	117,181.29	557,117.13	168,171.70	78,776.97	34,189.17	275,137.84	832,253.99
TOTAL COST OF SALES	763,645.32	740,601.83	144,103.43	457,893.78	2,106,233.36	554,810.72	236,190.49	109,429.32	900,430.53	3,006,663.89
GROSS PROFIT	221,327.92	252,332.76	40,638.48	108,738.81	623,097.97	98,660.95	34,554.14	30,176.16	163,391.25	786,489.42
SELLING	179,174.23	177,150.05	32,151.55	143,444.78	531,920.61	147,167.50	64,436.97	32,229.29	243,833.76	781,804.37
GENERAL & ADMINISTRATIVE	26,564.77	28,403.22	5,101.18	14,761.95	72,936.12	17,714.28	7,281.96	3,703.60	28,699.74	101,675.86
TOTAL EXPENSE	205,739.00	205,553.27	37,252.73	158,206.73	604,856.73	164,881.78	71,658.93	35,932.89	272,533.50	883,479.43
OPERATING PROFIT	15,588.92	48,779.49	3,385.75	(49,467.92)	18,241.24	(66,220.83)	(37,104.79)	(5,756.73)	(109,082.25)	(96,990.01)
PER CASE: GROSS SALES	2.34	2.71	2.66	2.30	2.47	2.18	2.19	2.23	2.19	2.38
DISCOUNTS										
FREIGHT	.05	.11	.24	.25	.13	.26	.30	.17	.26	.17
SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
TOTAL	.06	.12	.25	.26	.14	.27	.31	.18	.27	.18
NET SALES	2.28	2.59	2.41	2.04	2.33	1.91	1.88	2.05	1.92	2.20
PRIME COST	1.29	1.44	1.35	1.23	1.33	1.13	1.13	1.11	1.13	1.26
PROCESSING COST	.48	.49	.53	.42	.47	.49	.51	.50	.50	.49
TOTAL COST OF SALES	1.77	1.93	1.88	1.65	1.80	1.62	1.64	1.61	1.63	1.75
GROSS PROFIT	.51	.66	.53	.39	.53	.29	.24	.44	.29	.45
SELLING	.41	.46	.42	.52	.45	.43	.45	.56	.45	.45
GENERAL & ADMIN STRATIVE	.06	.07	.07	.05	.06	.05	.05	.05	.05	.06
TOTAL EXPENSE	.47	.53	.49	.57	.51	.48	.50	.61	.50	.51
OPERATING PROFIT	.04	.73	.04	(.18)	.02	(.19)	(.26)	(.17)	(.21)	(.06)
Deal Amount	116,937.53	102,741.15	20,179.09	98,581.85	[illegible]	94,272.46	39,196.79	25,939.53	159,414.78	497,759.36
Deal Cost Per Case	.271	.268	.264	.355	[illegible]	.276	.272	.271	.288	.289

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT & LOSS STATEMENT _____ 19__

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC INTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1 CASE SALES	41 835	47 [illegible]	2 [illegible]	24 978	117 479	30 164	12 681	[illegible]	[illegible]	168 529
2										
3 GROSS SALES	98 671 45	128 954 71	5 751 81	59 704 55	292 084 05	74 684 26	33 325 54	7 916 03	115 925 47	408 009 52
4 DISCOUNTS										
5 FREIGHT	1 [illegible] 64	5 511 20	906 40	7 452 31	15 774 63	8 401 54	3 313 37	1 342 55	[illegible] 47	28 882 10
6 SPOILS	[illegible] 21	[illegible] 88	22 25	203 19	998 13	254 17	113 57	26 94	394 83	1 392 83
7 TOTAL	2 300 25	[illegible] 09	964 85	7 655 57	16 772 76	8 655 71	3 426 97	1 367 99	[illegible] 17	30 274 93
8										
9 NET SALES	96 371 18	[illegible] 17	5 037 96	52 048 98	276 511 29	66 028 55	29 898 59	6 548 59	102 526 73	379 035 02
10										
11 PRIME COST	53 121 60	66 699 [illegible]	3 066 34	29 541 78	152 435 59	40 027 47	16 527 94	3 725 67	60 281 08	212 716 61
12 PROCESSING COST	20 [illegible] 17	23 [illegible] 22	1 [illegible] 81	11 [illegible] 79	56 455 14	16 831 18	7 176 41	1 641 45	[illegible] 09	79 104 23
13 TOTAL COST OF SALES	73 304 77	96 240 66	4 [illegible] 33	41 028 67	208 890 73	56 858 65	23 704 40	5 367 12	[illegible] 17	294 820 84
14										
15 GROSS PROFIT	23 066 41	32 766 17	827 73	10 960 21	67 620 62	9 169 90	6 244 19	1 177 47	11 548 56	84 214 18
16										
17 SELLING	14 521 01	23 954 77	2 627 41	14 963 87	57 011 66	12 076 26	6 906 41	1 862 37	[illegible] 04	77 856 70
18 GENERAL & ADMINISTRATIVE	1 [illegible] 04	1 [illegible] 09	[illegible] 59	814 73	4 329 65	1 038 [illegible]	469 93	102 [illegible]	1 [illegible] 37	5 935 [illegible]
19 TOTAL EXPENSE	16 030 05	30 [illegible] 06	[illegible] 00	11 [illegible] 00	61 341 31	13 110 26	7 375 34	1 964 87	[illegible] 41	83 791 72
20										
21 OPERATING PROFIT	7 [illegible] 01	[illegible] 11	[illegible] 13	[illegible] 05	6 279 31	3 940 [illegible]	1 [illegible] 15	[illegible] 50	[illegible] 24	422 46
22										
23 PER CASE: GROSS SALES	2 36	2 67	2 54	2 39	2 50	2 19	2 45	2 42	2 27	2 43
24 DISCOUNTS										
25 FREIGHT	05	11	36	30	13	25	24	41	25	17
26 SPOILS	01	01	01	01	01	01	01	01	01	01
27 TOTAL	06	12	37	31	14	26	25	42	26	18
28										
29 NET SALES	2 30	2 55	2 17	2 07	2 36	1 93	2 20	2 00	2 01	2 25
30 PRIME COST	1 27	1 38	1 31	1 18	1 30	1 17	1 21	1 14	1 18	1 26
31 PROCESSING COST	48	69	51	[illegible]	47	49	53	50	50	49
32 TOTAL COST OF SALES	1 75	1 27	1 22	1 [illegible]	1 78	1 [illegible]	1 74	1 64	1 68	1 75
33 GROSS PROFIT	55	68	35	44	58	27	46	36	33	50
34 SELLING	34	60	1 12	44	49	35	51	57	41	46
35 GENERAL & ADMIN STRATIVE	04	04	03	03	04	03	03	03	03	04
36 TOTAL EXPENSE	38	64	1 15	47	53	30	51	60	44	50
37										
38 OPERATING PROFIT	17	[illegible]	[illegible]	03	05	11	[illegible]	[illegible]	[illegible]	—
39										
40										
41 Total Cost Per Case	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

[fol. 1821-1821a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
Sept , 1961

4-

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES		V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV		GRAND TOTAL	AMOUNT DIST. ON BASIS OF TOTAL SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
1		01 Wages & Salaries										170	1 700 00			1
2		03 Social Security														2
3		04 Insurance-Ind.										2 55	24 55			3
4		05 Health & Welfare														4
5		13 Office Supplies										815 33	815 33			5
6		14 Ice Purchases														6
7		16 Collection & Exchange														7
8		19 General Supplies														8
9		20 Fuel														9
10		22 Water														10
11		23 Telephone & Telegraph										280 36	280 36			11
12		24 Dues & Subscriptions														12
13		27 Repair Mat'l, M & E														13
14		28 Demonstrations				11 50		118 07				129 54		129 54		14
15		29 Distressed Mdse														15
16		30 Freight										28 96	28 96			16
17		34 Brokerage - Brokers	3 788 45	4 951 22	228 51	2 292 32		2 267 47	1 281 44	303 93		2 581 32		15 713 34		17
18		35 Brokerage - Carnation										13 132 06				18
19		36 Samples & Donations	13 46	84 47	8 54	165 51		28 64	171 57	159 89		1 20 43		430 08		19
20		38 Travel & Local				58 35						58 35		58 35		20
21		39 Bad Debts										300 00	300 00			21
22		40 Advertising										488 50	488 50			22
23		41 Coop. Advertising										2 300 00	2 300 00			23
24		44 Deals	1 850 54	20 946 07	2 286 28	6 948 59		6 824 41	4 261 90	1 038 42		50 316 86		50 316 86		24
25		45 Depreciation														25
26		46 Taxes, Other										1 058 63	1 058 63			26
27		47 Licenses														27
28		48 Insurance														28
29		50 Rent, Public Whse	15 41	1 738 71		329 06		667 06	583 63	815 75		3 554 62		3 554 62		29
30		51 Rent, Equipment										184 60	184 60			30
31		55 Miscellaneous										273 18	273 18			31
32																32
33																33
34		Sub-Total	12 667 87	26 820 47	2 525 93	9 803 35		10 545 65	6 308 54	1 717 99		77 950 70		70 402 79		34
35		Expense Dist. on Case Vol Sales	1 852 13	2 124 50	103 62	1 104 74		1 510 1	603 21	144 32			7 453 91			35
36		Total	14 519 01	28 954 97	2 629 55	10 907 09		12 055 66	6 911 75	1 862 31		77 950 70				36

1821

[fol. 1822-1822a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT August 1961

Year to Date

	So. Cal.	No. Cal	Phoenix-El Paso	Pac. N.W.	So. Mont.	So. Cent.	West Cent.	Total
8"	287,619	75,116	14,820	215,187	228,252	36,142	46,177	903,368
9"	44,620	170,759	28,345	7,942	8,119	4,553	44	226,413
Creams	75,473	86,292	30,465	29,336	69,691	28,209	13,329	346,343
Other	1,099	2,911	473	1,432	2,107	823	-	17,031
Total	329,011	334,774	74,103	253,073	307,774	120,407	44,726	1,583,330

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL	
CASE SALES	329 911	324 774	74 103	253 073	1050 961	307 776	136 402	49 786	502 919	1553 880	1
GROSS SALES	911 643 61	910 837 50	197 324 90	579 131 50	2597 935 91	670 699 93	232 814 90	143 550 96	1076 963 69	3674 898 60	3
DISCOUNTS											4
FREIGHT	20 [illegible] 58	38 078 54	17 251 79	43 294 46	139 761 54	21 749 81	40 764 97	10 181 89	182 696 42	322 457 96	5
SPOILS	8 042 42	2 036 52	1116 16	1 252 23	5 754 33	1 502 60	659 47	309 83	2 472 96	8 227 29	6
TOTAL	22 990 95	40 309 02	17 667 95	44 547 29	145 515 87	23 256 81	41 420 24	10 491 77	125 169 44	330 684 81	7
NET SALES	888 652 06	869 928 42	179 656 95	514 583 61	2452 420 04	647 442 12	240 796 04	133 059 09	951 297 25	3403 717 99	9
PRIME COST	591 905 63	483 089 07	100 512 89	311 170 71	1296 680 70	386 611 56	146 885 54	71 515 42	545 012 52	1841 693 22	11
PROCESSING COST	108 420 92	167 372 76	89 223 91	105 634 40	500 661 99	161 340 53	66 604 62	23 546 72	249 489 77	750 149 76	12
TOTAL COST OF SALES	698 325 55	650 461 83	189 736 80	416 805 11	1797 342 69	497 952 09	213 484 16	104 062 20	814 500 29	2611 843 05	13
GROSS PROFIT	192 321 51	219 466 59	39 810 95	97 778 50	655 077 35	149 491 03	53 309 95	29 006 89	136 797 89	792 875 04	15
SELLING	369 655 22	149 195 02	29 528 99	132 534 71	474 908 95	135 091 24	57 530 64	36 916 92	229 538 98	704 447 93	17
GENERAL & ADMINISTRATIVE	25 055 78	24 482 13	5 021 59	14 047 02	48 606 47	16 220 49	6 752 03	3 600 10	27 135 67	95 740 09	18
TOTAL EXPENSE	129 708 95	172 677 81	34 545 63	146 581 73	523 515 42	151 311 73	64 282 53	40 517 02	256 198 29	799 487 91	19
OPERATING PROFIT	62 612 56	46 789 38	5 265 32	48 805 23	131 561 93	62 180 30	85 972 41	11 510 13	109 379 40	97 413 47	21
CASE: GROSS SALES	2 34	2 72	2 66	2 29	2 47	2 18	2 16	2 28	2 18	2 31	23
DISCOUNTS											24
FREIGHT	05	13	23	25	13	26	30	16	26	19	25
SPOILS	01	01	01	01	01	01	01	01	01	01	26
TOTAL	06	13	24	26	14	27	31	17	27	20	27
NET SALES	2 28	2 59	2 42	2 03	2 33	1 91	1 85	2 05	1 91	2 11	28
PRIME COST	1 29	1 49	1 36	1 23	1 35	1 13	1 15	1 10	1 13	1 23	29
PROCESSING COST	48	50	53	42	49	49	50	50	50	36	30
TOTAL COST OF SALES	1 79	1 94	1 89	1 65	1 80	1 62	1 68	1 60	1 63	1 57	31
GROSS PROFIT	51	65	53	38	53	31	28	45	28	52	32
SELLING	42	44	40	52	45	44	44	56	46	58	33
GENERAL & ADMINISTRATIVE	04	07	06	05	07	05	05	06	05	04	34
TOTAL EXPENSE	46	51	46	57	52	49	49	62	51	54	35
OPERATING PROFIT	05	14	07	19	01	20	27	17	22	02	36
Deal Amount	102 026 97	82 495 02	19 892 21	91 632 24	300 312 50	97 394 02	34 934 88	24 901 10	147 230 00	447 542 50	37
Deal Cost Per Case	278	247	241	362	271	284	268	325	293	288	38

[fol. 1823-1823a]

CARNATION COMPANY - FROZEN FOODS DIVISION.

TERRITORIAL PROFIT & LOSS STATEMENT August 1961

	So. Cal.	No. Cal.	Phoenix-El Paso	Pac. N.W.	So. West	So. Cen'l.	West Cent.	Eastern
8"	30.714	7.512	1.130	12.792	24.873	18.221	3.689	95,276
9"	7.207	19.278	3.145	1.721	840	557	-	32.020
Creams	9.044	13.974	4.600	4.550	10.310	2.747	5.293	54,037
other	507	158	-	40	529	239	-	1,334
Total	47.596	41.073	8.875	19.453	36.212	21.767	8.982	186,879

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA 8-61	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	47 596	41 093	8 275	19 454	117 018	39 218	21 767	8 275	69 261	186 279
3	GROSS SALES	111 683 98	118 149 72	24 379 35	47 587 21	296 180 81	88 284 04	47 642 22	21 426 27	157 342 55	458 422 86
4	DISCOUNTS										
5	FREIGHT	2 870 11	4 988 56	2 874 62	7 200 15	17 933 50	8 700 54	4 426 34	1 662 18	16 189 06	34 122 56
6	SPOILS	332 38	284 99	61 98	135 89	817 19	273 89	152 00	62 01	487 85	1 305 04
7	TOTAL	3 202 49	5 276 55	2 936 60	7 335 99	18 750 69	8 974 43	4 578 34	1 724 19	16 476 91	35 427 60
9	NET SALES	107 881 43	107 874 23	21 442 69	40 121 27	277 342 62	79 411 68	40 989 88	20 296 08	140 691 64	418 061 26
11	PRIME COST	61 549 46	57 320 09	12 135 09	24 683 11	157 747 75	43 282 24	24 257 78	9 244 89	77 484 91	235 232 66
12	PROCESSING COST	20 799 05	19 621 79	4 423 89	8 750 67	53 655 40	24 118 35	13 434 97	5 511 95	43 065 27	96 720 67
13	TOTAL COST OF SALES	82 348 51	79 001 88	16 618 98	33 433 78	211 403 15	67 500 59	37 692 75	15 356 84	120 550 18	331 953 33
15	GROSS PROFIT	25 532 92	28 872 35	4 823 71	6 737 49	65 966 47	11 911 09	3 291 13	4 939 24	20 141 46	86 107 93
17	SELLING	21 040 43	18 489 47	3 638 56	10 535 69	53 253 16	15 750 92	8 782 24	4 005 93	30 478 89	83 732 05
18	GENERAL & ADMINISTRATIVE	2 890 51	2 770 29	574 58	1 076 19	7 431 49	2 127 73	1 098 03	543 69	3 769 45	11 200 94
19	TOTAL EXPENSE	23 930 94	21 259 76	4 207 04	11 611 88	61 289 65	17 878 65	9 880 27	4 549 42	34 248 34	96 537 99
21	OPERATING PROFIT	1 581 97	7 352 59	616 67	4 874 39	4 676 82	5 967 56	4 529 14	1 610 18	14 106 88	9 730 06
23	PER CASE: GROSS SALES	2.33	2.75	2.75	2.44	2.53	2.25	2.19	2.42	2.35	2.43
24	DISCOUNTS										
25	FREIGHT	.06	.12	.33	.37	.15	.22	.30	.12	.23	.18
26	SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
27	TOTAL	.07	.13	.34	.38	.16	.23	.31	.13	.24	.19
29	NET SALES	2.26	2.62	2.42	2.06	2.37	2.02	1.88	2.29	2.01	2.24
30	PRIME COST	1.29	1.44	1.37	1.27	1.35	1.11	1.11	1.11	1.11	1.26
31	PROCESSING COST	.44	.48	.51	.44	.46	.61	.62	.62	.61	.52
32	TOTAL COST OF SALES	1.73	1.92	1.88	1.71	1.81	1.72	1.73	1.73	1.72	1.78
33	GROSS PROFIT	.53	.70	.54	.35	.56	.30	.15	.56	.29	.46
34	SELLING	.44	.45	.41	.54	.46	.40	.40	.45	.44	.45
35	GENERAL & ADMINISTRATIVE	.06	.07	.06	.06	.06	.05	.05	.06	.05	.06
36	TOTAL EXPENSE	.50	.52	.47	.60	.52	.45	.45	.51	.49	.51
38	OPERATING PROFIT	.03	.18	.07	.25	.04	.15	.30	.18	.20	.05
45	Real Cost Per Case	.254	.254	.241	.351	.272	.234	.222	.495	.264	.275

1823

[fol. 1824-1824a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
August, 1961

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W., MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF DIST SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
1	01	Wages & Salaries								1700 00	1700 00		
2	03	Social Security								34 00	34 00		
3	04	Insurance-Ind.								24 41	24 41		
4	05	Health & Welfare											
5	13	Office Supplies								5 00	5 00		
6	14	Ice Purchases											
7	16	Collection & Exchange											
8	19	General Supplies											
9	20	Fuel											
10	22	Water											
11	23	Telephone & Telegraph								117 32	117 32		
12	24	Dues & Subscriptions											
13	27	Repair Mat'l, M & E											
14	28	Demonstrations				9 00				9 00			9 00
15	29	Distressed Mdse								69 75	69 75		
16	30	Freight											
17	34	Brokerage - Brokers	4 211 17	4 289 48	924 20	1 200 25	3 350 64	1 203 05	813 02	1 985 01		17 191 41	
18	35	Brokerage - Carnation								76 206 40			
19	36	Samples & Donations	96 25	44 28	7 44	111 25	65 74	142 59	7 44	467 23		467 23	
20	38	Travel & Local											
21	39	Bad Debts								300 00	300 00		
22	40	Advertising								4 913 08	4 913 08		
23	41	Coop. Advertising								3 100 00	3 100 00		
24	44	Deals	13 592 46	10 454 78	2 142 89	4 234 19	9 183 71	4 722 28	4 397 44	61 358 60		61 358 60	
25	45	Depreciation											
26	46	Taxes, Other								1 067 24	1 067 24		
27	47	Licenses											
28	48	Insurance											
29	50	Rent, Public Whse.	249 38	1 252 48		553 95	493 70	678 89	229 66	3 558 06		3 558 06	
30	51	Rent, Equipment								180 42	180 42		
31	55	Miscellaneous								246 53	246 53		
32													
33													
34													
35		Sub-Total	18 045 86	16 443 32	3 074 18	9 311 84	13 233 79	7 352 81	5 447 00	89 337 05		72 579 80	
36													
37		Expense Dist. on Net Sales	2 994 59	2 585 65	558 32	1 223 85	2 467 13	1 849 93	558 75		11 757 75		
38													
39		Total	21 040 44	19 029 47	3 632 50	10 535 69	15 750 92	9 202 74	6 005 73	89 337 05			
40													
41													

1824

[fol. 1825-1825a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT July 1961

Year To Date

	So. Calif	No. Calif	Phoenix AZ	Pac. N.W.	E. States	Mid. Cont	West. Cent	Total
8"	204,908	67583	18,670	602,410	211,991	92,951	42,543	507,775
7"	59,818	151,581	25,000	6,171	7,577	8,999	60	559,593
Creams	66,689	71,919	25,845	25,784	22,722	31,052	13,251	290,271
Other	8,592	2,453	433	1,231	1,514	653	-	15,195
Total	341,415	293,631	69,948	235,619	243,564	133,640	55,854	1,367,001

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	341,415	298,421	65,229	233,619	938,943	243,564	108,440	65,854	422,058	1367,001
GROSS SALES	800,552.09	797,027.72	172,945.55	581,624.24	2302,215.60	592,313.87	234,454.42	122,180.59	939,099.14	3241,314.74
DISCOUNTS										
FREIGHT	12,072.42	28,234.00	14,377.11	56,094.51	121,322.04	23,047.67	34,240.04	9,119.71	116,507.42	237,829.46
SPOILS	1,716.09	1,749.53	354.18	1,117.89	4,937.19	1,034.76	508.48	247.37	1,986.11	6,923.25
TOTAL	19,788.46	35,023.53	14,731.09	57,211.96	126,765.18	24,282.43	34,748.52	9,367.58	118,493.53	245,257.71
NET SALES	780,763.63	762,054.19	158,214.26	474,412.28	2175,450.42	568,031.44	199,718.16	112,763.01	820,606.61	2996,057.03
PRIME COST	440,359.17	423,702.98	88,277.80	284,489.40	1236,829.35	303,229.31	122,427.78	61,470.59	487,527.68	1724,460.63
PROCESSING COST	167,421.37	147,460.97	34,160.02	96,333.78	445,376.14	127,228.17	52,165.54	27,034.77	206,428.50	651,804.64
TOTAL COST OF SALES	607,781.54	571,163.95	122,437.82	380,823.18	1682,205.49	430,457.48	174,593.32	88,505.36	693,956.18	2376,265.27
GROSS PROFIT	172,982.09	190,890.24	35,776.44	93,589.10	493,244.93	137,573.96	25,124.84	24,257.65	186,650.48	679,895.41
SELLING	143,592.78	129,546.41	25,291.32	122,001.02	421,050.79	119,340.32	42,202.92	20,411.19	181,954.43	603,005.22
GENERAL & ADMINISTRATIVE	22,165.22	21,591.24	4,447.09	12,970.83	61,174.98	14,458.71	6,456.84	3,056.41	23,971.96	85,146.94
TOTAL EXPENSE	165,758.00	151,137.65	29,738.41	134,971.85	482,225.77	133,799.03	48,659.76	23,467.60	205,926.39	688,152.16
OPERATING PROFIT	7,223.91	39,752.59	6,038.03	(41,382.75)	11,019.16	23,774.93	(23,534.92)	789.95	780.96	11,800.12
PER CASE: GROSS SALES	2.34	2.71	2.45	2.49	2.47	2.39	2.16	2.19	2.27	2.37
DISCOUNTS										
FREIGHT	.05	.11	.22	.24	.13	.09	.31	.14	.28	.17
SPOILS	.01	.01	.01	.01	.01	.00	.01	.01	.01	.01
TOTAL	.06	.12	.23	.25	.14	.09	.32	.15	.29	.18
NET SALES	2.28	2.59	2.42	2.03	2.33	2.30	1.84	2.02	1.98	2.19
PRIME COST	1.29	1.44	1.35	1.23	1.32	1.25	1.13	1.10	1.18	1.26
PROCESSING COST	.49	.50	.53	.41	.48	.52	.47	.49	.47	.48
TOTAL COST OF SALES	1.78	1.94	1.88	1.64	1.81	1.77	1.61	1.59	1.68	1.74
GROSS PROFIT	.50	.66	.54	.39	.52	.53	.23	.43	.30	.45
SELLING	.42	.44	.40	.52	.45	.49	.39	.31	.44	.44
GENERAL & ADMINISTRATIVE	.06	.07	.07	.06	.06	.06	.06	.05	.06	.06
TOTAL EXPENSE	.48	.51	.47	.58	.51	.55	.45	.36	.50	.50
OPERATING PROFIT	.02	.14	.07	(.19)	.01	.09	(.22)	.01	.00	.01
Deal Amount	94,578.51	72,238.10	15,749.89	84,802.00	267,368.55	78,210.81	30,101.40	20,520.44	128,832.65	396,201.20
Deal Cost Per Case	.277	.242	.158	.363	.286	.321	.277	.312	.303	.290

[fol. 1826-1826a]

	So. Calif.	No. Calif.	Ariz. & El Paso	Pac. NW Mtn. States	Total Western Division	South-Western Division	South Central Division	West Central Division	Total Eastern Division	Grand Total
8"	20.511	3108	435	9[illegible]	37240	7[illegible]	[illegible]	[illegible]	7.5[illegible]	7.5[illegible]
9"	3.591	14.411	3816	[illegible]	7[illegible]	7[illegible]	-			24.914
Creams	14.613	14.037	4820	4[illegible]	[illegible]	[illegible]	4[illegible]	[illegible]	[illegible]	50.813
Other	4.324	110	-	177	[illegible]	[illegible]	265	-		8.034
Totals	40.011	31.863	9135	15423	41.931	18.104	6352			157.499

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT July 1961

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA & El Paso 7-61	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	40 011	31 263	8 885	15 433	96 192	41 231	13 124	4 352	61 307	157 499
2											
3	GROSS SALES	96 361 24	79 506 20	24 620 85	37 147 58	237 635 87	79 659 19	30 864 55	14 541 12	124 459 86	362 095 73
4	DISCOUNTS										
5	FREIGHT	1 759 37	3 982 59	1 747 77	3 616 44	10 540 39	9 603 19	4 821 43	1 396 86	15 821 48	25 621 87
6	SPOILS	151 77	140 97	38 77	59 51	390 02	141 21	47 65	22 90	211 76	601 78
7	TOTAL	1 904 14	3 563 64	1 786 54	3 674 17	10 930 41	9 744 40	4 869 08	1 419 76	16 033 24	26 223 65
8											
9	NET SALES	94 456 10	75 942 44	22 834 31	33 473 41	236 705 46	79 914 79	26 125 47	13 121 52	119 161 62	355 867 08
10											
11	PRIME COST	51 104 82	46 575 89	13 751 06	19 179 20	129 611 57	46 611 56	15 005 06	7 003 14	68 619 76	198 231 33
12	PROCESSING COST	23 270 87	19 155 05	5 441 52	9 429 30	56 297 94	19 651 71	6 913 60	2 926 70	29 052 01	85 350 95
13	TOTAL COST OF SALES	74 374 89	65 728 94	19 192 58	27 614 18	185 910 51	66 263 27	21 918 66	9 929 84	97 671 77	283 582 28
14											
15	GROSS PROFIT	20 081 21	10 213 70	3 641 73	5 859 21	50 795 25	13 651 52	4 206 81	3 191 52	21 049 85	72 284 10
16											
17	SELLING	25 991 55	21 631 35	5 233 33	12 219 24	75 175 47	22 097 19	5 924 91	2 947 39	30 969 44	106 144 91
18	GENERAL & ADMINISTRATIVE	3 243 92	2 952 14	784 54	1 150 52	8 131 14	2 747 26	898 32	450 96	4 096 69	12 227 83
19	TOTAL EXPENSE	29 235 47	24 583 51	6 117 87	13 369 76	83 306 61	24 844 59	6 823 29	3 398 30	35 066 13	118 372 74
20											
21	OPERATING PROFIT	(9 154 26)	(14 369 81)	(2 476 14)	(7 510 45)	(33 511 46)	(11 193 02)	(3 116 48)	(206 78)	(13 976 28)	(46 087 74)
22											
23	PER CASE: GROSS SALES	2 35	2 54	2 77	2 41	2 58	2 15	2 31	2 22	2 19	2 48
24	DISCOUNTS										
25	FREIGHT	04	10	19	23	11	03	31	21	24	16
26	SPOILS	01	01	01	01	01	01	01	01	01	01
27	TOTAL	05	11	20	24	12	24	32	22	25	17
28											
29	NET SALES	2 30	2 43	2 57	2 17	2 46	1 91	1 99	2 01	1 94	2 31
30	PRIME COST	1 29	1 46	1 44	1 24	1 35	1 11	1 14	1 10	1 12	1 26
31	PROCESSING COST	56	60	61	55	58	47	49	47	47	54
32	TOTAL COST OF SALES	1 80	2 06	2 05	1 79	1 93	1 58	1 63	1 57	1 59	1 80
33	GROSS PROFIT	50	37	52	38	53	33	36	49	35	46
34	SELLING	39	42	60	79	78	53	45	46	50	67
35	GENERAL & ADMINISTRATIVE	08	09	09	07	08	07	07	07	07	08
36	TOTAL EXPENSE	47	51	69	86	86	60	52	53	57	75
37											
38	OPERATING PROFIT	(17)	(14)	(17)	(48)	(33)	(27)	(16)	(04)	(22)	(29)
39											
40											
41	Deal Cost Per Case	73	46	92	58	.57	35	86	86	53	48

[fol. 1827-1827a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
July , 1941

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
1		01 Wages & Salaries								1 700 00	1 700 00		
2		03 Social Security								34 00	34 00		
3		04 Insurance-Ind.								24 25	24 25		
4		05 Health & Welfare											
5		13 Office Supplies											
6		14 Ice Purchases					7 12			7 12		7 12	
7		16 Collection & Exchange											
8		19 General Supplies											
9		20 Fuel											
10		22 Water											
11		23 Telephone & Telegraph								145 58	145 58		
12		24 Dues & Subscriptions											
13		27 Repair Mat'l, M & E											
14		28 Demonstrations				95 50	93 22			188 72		188 72	
15		29 Distressed Mdse											
16		30 Freight											
17		34 Brokerage - Brokers	3 714 18	3 449 91	948 97	1 481 83	3 455 77	1 144 11	560 96	2 442 25		14 727 18	
18		35 Brokerage - Carnation								12 664 93			
19		36 Samples & Donations	182 38	57 89		109 19	74 34	29 36		460 10		460 10	
20		38 Travel & Local											
21		39 Bad Debts								300 00	300 00		
22		40 Advertising								5 922 66	5 922 66		
23		41 Coop. Advertising								1 700 00	1 700 00		
24		44 Deals	29 056 55	14 581 29	3 749 45	2 968 93	14 827 84	3 410 10	1 477 80	76 285 42		76 285 42	
25		45 Depreciation											
26		46 Taxes, Other								1 059 31	1 059 31		
27		47 Licenses											
28		48 Insurance											
29		50 Rent, Public Whse	271 82	1 332 14		561 02	743 36	485 88	249 59	3 579 07		3 579 07	
30		51 Rent, Equipment								185 50	185 50		
31		55 Miscellaneous								325 27	325 27		
32													
33													
34													
35		Sub-total	33 228 89	19 924 72	4 918 41	11 151 57	19 202 27	5 016 95	2 587 26	184 144 91	10 827 30	95 247 61	
36													
37		Expense Dist. on Net Sales	2 762 96	2 804 68	414 72	1 047 78	2 293 80	907 96	439 49				
38													
39		Total	35 991 85	21 631 35	5 333 33	12 219 35	22 097 19	5 924 91	2 997 54	184 144 91			
40													
41													

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[fol. 1828-1828a]

CARNATION COMPANY – FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT June 19 61

Year To Date

	So. Cal.	No. Cal.	Pacific NW	Pac. NW	So. West	So. Cent.	West Cent.	Texas
1"	184,532	64,926	12,975	192,480	174,144	65,378	37,671	739,464
9"	55,212	134,979	21,391	5,590	6,429	3,046	42	829,577
Creams	51,994	57,330	21,426	19,057	44,727	26,937	10,772	232,483
Other	7,206	2,553	493	1,459	1,873	326	–	13,959
Totals	301,404	261,818	56,343	218,186	227,233	95,516	48,503	1,209,503

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	281 404	241 812	56 345	212 186	737 751	224 732	95 516	49 503	371 751	1,209 502
GROSS SALES	704 196 25	707 581 52	148 329 70	494 476 44	2051 579 73	492 654 62	204 900 13	107 589 47	804 648 25	2856 284 01
DISCOUNTS										
FREIGHT	16 918 05	89 361 41	12 629 39	52 473 35	171 382 45	63 944 48	30 258 61	7 732 85	101 936 94	273 319 39
SPOILS	1 544 39	1 602 56	315 41	1 052 39	4 514 75	1 073 55	454 73	224 97	1 773 25	6 288 00
TOTAL	17 862 92	91 963 97	12 944 75	53 537 73	175 896 70	64 538 03	30 713 44	7 957 82	103 709 29	279 607 39
NET SALES	686 333 53	615 617 55	135 379 95	440 938 93	1876 682 73	428 116 65	173 686 69	99 641 65	701 444 99	2578 127 72
PRIME COST	529 259 26	477 133 09	75 426 19	267 307 80	1349 126 34	256 612 75	107 622 72	54 667 45	418 907 92	1768 034 26
PROCESSING COST	144 361 30	138 497 92	29 402 50	83 449 93	395 711 65	107 570 96	45 751 96	24 048 07	177 370 99	573 082 64
TOTAL COST OF SALES	673 620 56	615 631 01	105 828 69	355 757 93	1744 837 99	364 183 71	153 374 68	78 715 52	596 278 91	2341 116 90
GROSS PROFIT	152 703 03	170 430 54	30 345 81	86 181 78	431 844 74	63 933 44	20 312 01	20 926 13	105 165 58	537 010 32
SELLING	187 601 03	187 934 26	20 553 05	109 781 77	505 870 32	97 243 18	42 883 41	27 968 35	167 574 39	673 444 71
GENERAL & ADMINISTRATIVE	18 981 90	18 639 68	3 668 55	11 820 31	53 043 84	11 905 46	4 756 63	2 606 45	19 267 43	72 311 27
TOTAL EXPENSE	186 582 93	186 573 94	24 220 60	121 602 09	558 913 16	109 148 49	47 640 03	30 669 80	186 857 82	745 771 98
OPERATING PROFIT	86 186 86	43 906 60	6 124 71	(86 420 31)	(89 796 77)	(45 220 05)	(27 328 02)	(9 743 67)	(81 691 24)	(208 914 47)
PER CASE: GROSS SALES	2 39	2 70	2 63	2 27	2 45	2 17	2 19	2 17	2 16	2 36
DISCOUNTS										
FREIGHT	05	11	22	39	13	27	31	15	26	17
SPOILS	01	01	01	01	01	01	01	01	01	01
TOTAL	06	12	23	25	14	28	32	16	27	18
NET SALES	2 33	2 58	2 40	2 02	2 31	1 89	1 82	2 01	1 89	2 18
PRIME COST	1 79	1 98	1 34	1 23	1 66	1 13	1 13	1 10	1 13	1 46
PROCESSING COST	49	58	52	38	49	47	48	49	48	47
TOTAL COST OF SALES	2 28	2 56	1 86	1 63	2 15	1 60	1 61	1 59	1 61	1 93
GROSS PROFIT	05	14	54	40	216	28	21	42	28	45
SELLING	64	78	36	50	62	43	45	56	45	56
GENERAL & ADMINISTRATIVE	06	08	07	05	07	05	05	05	05	06
TOTAL EXPENSE	70	86	43	55	69	48	50	61	50	62
OPERATING PROFIT	29	72	11	(17)	(11)	(20)	(29)	(19)	(22)	(17)
Deal Amount	65 528 96	89 654 81	11 980 35	75 838 07	310 998 09	63 383 35	26 694 50	18 825 44	108 903 39	419 901 48
Deal Cost Per Case	233	220	213	348	252	276	279	370	293	264

[fol. 1829-1829a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
June , 1961

4-A

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-ERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
1	01	Wages & Salaries								1 700 00	1 700 00			1
2	03	Social Security								45 00	45 00			2
3	04	Insurance-Ind.								24 40	24 70			3
4	05	Health & Welfare												4
5	13	Office Supplies								96 93	96 93			5
6	14	Ice Purchases												6
7	16	Collection & Exchange												7
8	19	General Supplies												8
9	20	Fuel												9
10	22	Water												10
11	23	Telephone & Telegraph								298 70	298 70			11
12	24	Dues & Subscriptions												12
13	27	Repair Mat'l. M & E												13
14	28	Demonstrations												14
15	29	Distressed Mdse												15
16	30	Freight												16
17	34	Brokerage - Brokers	5 014 39	4 600 05	1 337 63	2 203 25	1 164 40	491 20		2 132 64		17 296 48		17
18	35	Brokerage - Carnation								15 743 24				18
19	36	Samples & Donations	171 47	132 94	27 40	115 12	238 48	47 44	62 79	815 84		815 84		19
20	38	Travel & Local												20
21	39	Bad Debts								300 00	300 00			21
22	40	Advertising								2 093 94	2 093 94			22
23	41	Coop. Advertising								2 100 00	2 100 00			23
24	44	Deals	10 162 45	11 405 61	3 534 84	3 962 92	3 948 96	3 569 35	4 320 61	45 116 33		45 116 33		24
25	45	Depreciation												25
26	46	Taxes, Other								1 167 41	1 167 41			26
27	47	Licenses												27
28	48	Insurance												28
29	50	Rent, Public Whse	164 34	2 162 73		342 91	770 95	450 79	415 13	4 510 82		4 610 82		29
30	51	Rent, Equipment								125 50	125 50			30
31	55	Miscellaneous								420 22	420 22			31
32														32
33														33
34														34
35		Sub-Total	15 514 27	12 582 40	3 952 89	6 624 56	24 275	5 392 13	5 489 73	76 971 57	9 432 10	67 539 47		35
36														36
37		Expense Dist. on Net Sales	2 527 77	1 956 88	526 47	1 024 95	399 52	523 67	369 23					37
38														38
39		Total	18 042 44	20 458 23	4 532 56	7 659 45	24 674 33	5 915 80	5 858 96	76 971 57				39
40														40
41						1829								41

[fol. 1830-1830a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT June 19[illegible]

| | | |

[fol. 1831-1831a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
May , 1961

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-ESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
1		01 Wages & Salaries								1 700 00	1 700 00			1
2		03 Social Security								34 00	34 00			2
3		04 Insurance-Ind.								24 37	24 37			3
4		05 Health & Welfare												4
5		13 Office Supplies								168 30	168 30			5
6		14 Ice Purchases												6
7		16 Collection & Exchange												7
8		19 General Supplies												8
9		20 Fuel												9
10		22 Water												10
11		23 Telephone & Telegraph								175 30	175 30			11
12		24 Dues & Subscriptions												12
13		27 Repair Mat'l, M & E												13
14		28 Demonstrations				101 25				101 25		101 25		14
15		29 Distressed Mdse								90 00	90 00			15
16		30 Freight												16
17		34 Brokerage - Brokers	5 466 46	4 944 99	1 279 38	3 474 07	3 220 21	1 543 31	861 96	2 142 46		21 043 35		17
18		35 Brokerage - Carnation								18 281 09				18
19		36 Samples & Donations	225 03	54 29	14 79	130 42	33 27	49 42	148 71	785 33		785 33		19
20		38 Travel & Local					288 99		142 32	431 31		431 31		20
21		39 Bad Debts								300 00	300 00			21
22		40 Advertising								5 750 45	5 750 45			22
23		41 Coop. Advertising								2 400 00	2 400 00			23
24		44 Deals	19 044 16	15 304 42	3 704 63	31 527 15	12 232 76	5 072 95	3 579 42	90 570 53		90 570 53		24
25		45 Depreciation												25
26		46 Taxes, Other								1 028 99	1 028 99			26
27		47 Licenses												27
28		48 Insurance												28
29		50 Rent, Public Whse	132 75	2 442 23	45 20	1 058 80	315 22	357 72	74 43	4 441 15		4 441 15		29
30		51 Rent, Equipment								183 23	183 23			30
31		55 Miscellaneous								1 009 49	1 009 49			31
32														32
33														33
34														34
35		Sub-Total	24 922 40	22 790 53	5 045 90	36 405 87	16 140 45	7 043 60	4 818 35	130 298 55		117 377 32		35
36														36
37		Expense Dist. on Net Sales	3 294 32	2 627 57	783 52	2 354 79	2 280 79	1 023 42	634 22		12 998 63			37
38														38
39		Total	28 224 72	25 418 10	5 829 42	38 760 66	18 421 24	8 067 02	5 452 57	130 298 55				39
40														40
41						1831								41

[fol. 1832-1832a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
April , 1961

4-A

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN.STATES	V SOUTH-ESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST. ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
1		01 Wages & Salaries								1 700 00	1 700 00			1
2		03 Social Security								34 00	34 00			2
3		04 Insurance-Ind.								24 32	24 32			3
4		05 Health & Welfare												4
5		03 Office Supplies								31 34	31 34			5
6		04 Ice Purchases												6
7		06 Collection & Exchange												7
8		19 General Supplies												8
9		20 Fuel												9
10		22 Water												10
11		23 Telephone & Telegraph								56 70	56 70			11
12		24 Dues & Subscriptions												12
13		27 Repair Mat'l, M & E												13
14		28 Demonstrations				200 75				200 75		200 75		14
15		29 Distressed Mdse								2 00	2 00			15
16		30 Freight												16
17		34 Brokerage - Brokers	4 256 24	4 720 58	354 69	4 994 72	3 728 99	1 524 89	1 029 27	2 623 81		21 112 69		17
18		35 Brokerage - Carnation								18 446 22				18
19		36 Samples & Donations		185 97	12 35	96 74	43 35	122 03	138 88	604 76		604 76		19
20		38 Travel & Local					328 01		49 73	272 74		272 74		20
21		39 Bad Debts								300 00	300 00			21
22		40 Advertising								1 711 99	1 711 99			22
23		41 Coop. Advertising								2 400 00	2 400 00			23
24		44 Deals	16 739 24	18 188 54	2 359 22	24 182 96	15 324 59	5 527 47	4 674 36	20 207 52		20 207 52		24
25		45 Depreciation												25
26		46 Taxes, Other								1 071 01	1 071 01			26
27		47 Licenses												27
28		48 Insurance												28
29		50 Rent, Public Whse	239 94	248 52		876 33	458 27	424 09	183 29	2 230 99		2 230 99		29
30		51 Rent, Equipment								183 52	183 52			30
31		55 Miscellaneous								138 47	138 47			31
32														32
33														33
34														34
35		Sub-Total	21 235 42	17 343 08	3 132 91	30 353 07	20 522 11	7 867 88	5 470 47	113 584 73		105 935 99		35
36														36
37		Expense Dist. on Net Sales	1 534 26	1 460 81	273 47	1 910 77	1 823 55	523 80	403 51		7 449 44			37
38														38
39		Total	22 769 67	18 803 89	3 405 73	32 263 84	22 016 49	8 451 68	5 873 98	113 584 73				39
40														40
41														41

1832

[fol. 1833-1833a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT A... 19..

| | | |

[fol. 1834-1834a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
M...l , 1961

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-STERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST. ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
1		01 Wages & Salaries								1700 00	1700 00			1
2		03 Social Security								20 00	20 00			2
3		04 Insurance-Ind.								42 22	42 22			3
4		05 Health & Welfare.												4
5		13 Office Supplies								150 34	150 34			5
6		14 Ice Purchases												6
7		18 Collection & Exchange												7
8		19 General Supplies												8
9		20 Fuel												9
10		22 Water												10
11		23 Telephone & Telegraph								75 79	75 79			11
12		24 Dues & Subscriptions												12
13		27 Repair Mat'l, M & E								22 50			22 50	13
14		28 Demonstrations				22 50				844 45	844 45			14
15		29 Distressed Mdse								4 00			4 00	15
16		30 Freight		4 00										16
17		34 Brokerage - Brokers	4 028 90	5 107 82	472 81	2 487 61	2 423 63	1 372 89	588 72	1 247 86		17 488 28		17
18		35 Brokerage - Carnation								15 839 27				18
19		36 Samples & Donations	304 71	129 35		47 93	75 43	113 50	35 37	498 69		498 69		19
20		38 Travel & Local			109 49					109 49		109 49		20
21		39 Bad Debts								300 00	300 00			21
22		40 Advertising								2 124 27	2 124 27			22
23		41 Coop. Advertising								2 400 00	2 400 00			23
24		44 Deals	10 179 81	10 003 35	1320 59	9 583 67	3321 51	4 241 89	1 730 56	44 910 88		44 910 88		24
25		45 Depreciation												25
26		46 Taxes, Other								1 062 44	1 062 44			26
27		47 Licenses												27
28		48 Insurance												28
29		50 Rent, Public Whse	30 41	1 501 76	87 71	438 42	727 42	569 72	234 60	3 593 04		3 593 04		29
30		51 Rent, Equipment								185 50	185 50			30
31		55 Miscellandous								222 00	222 00			31
32														32
33														33
34														34
35		Sub-Total	14 605 23	16 745 78	2 170 00	13 552 58	6547 93	1 289 00	2 574 25	75 632 16		47 024 93		35
36														36
37		Expense Dist. on Net Sales	2 017 76	2 167 08	288 30	1 756 28	883 82	766 13	347 29		8 547 23			37
38														38
39		Total	16 623 09	18 912 86	2 458 30	15 308 86	11131 27	7 055 13	2 921 54	75 632 16				39
40														40
41														41

1834

[fol. 1835-1835a]

	So. Cal.	No. Cal.	Ariz. & S.E.	Pac. N.W.	So. West	So. Cent	W. Cent	Total
	35,021	14,242	1,740	37,252	29,361	14,112	3,634	130,392
	6,390	24,825	3,260	1,048	505	547	-	36,825
Creams	4,717	2,457	1,345	4,984	4,623	3,348	2,518	27,651
Other	703	288	317	56	95	95	-	4,197
Total	46,242	49,772	6,623	90,340	29,489	17,594	6,152	194,315

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT March 1941

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	46,343	49,772	6,623	90,340	143,078	29,489	17,596	4,150	53,237	196,315
GROSS SALES	106,202.67	132,679.86	17,460.17	90,603.84	346,966.54	62,961.97	35,465.52	13,864.97	112,492.46	459,459.00
DISCOUNTS										
FREIGHT	2,438.92	4,254.09	927.32	7,518.02	17,138.26	9,238.69	3,187.90	1,193.17	13,619.76	30,757.01
SPOILS	335.79	419.43	55.19	241.41	1,096.82	199.62	112.73	43.22	355.57	1,452.39
TOTAL	2,748.71	4,673.52	982.41	7,804.43	18,229.07	9,482.71	3,300.63	1,236.99	13,920.33	32,849.40
NET SALES	103,453.96	126,006.34	16,477.76	82,799.41	328,737.47	53,479.26	27,364.89	12,627.98	93,472.13	422,209.60
PRIME COST	60,065.90	72,031.77	9,647.24	50,461.71	192,203.62	32,474.30	19,559.25	6,535.69	58,569.24	250,772.86
PROCESSING COST	12,191.27	14,436.11	2,007.71	9,901.18	38,620.77	11,004.08	6,621.78	2,648.12	20,290.98	58,911.75
TOTAL COST OF SALES	72,257.17	86,467.88	11,654.95	60,362.89	230,824.39	43,478.38	26,195.03	9,183.81	78,860.22	309,684.61
GROSS PROFIT	31,196.79	39,538.46	4,822.81	22,436.52	97,912.88	9,998.88	1,169.86	3,444.17	14,611.91	112,524.49
SELLING	16,423.09	18,912.26	2,458.32	15,308.26	53,101.93	11,231.87	7,655.12	2,342.04	21,229.03	74,330.96
GENERAL & ADMINISTRATIVE	2,877.17	3,506.89	458.34	2,303.56	9,145.96	1,487.81	761.27	351.21	2,600.29	11,746.25
TOTAL EXPENSE	19,300.26	22,419.15	2,916.66	17,611.82	62,247.89	12,719.68	8,416.39	2,693.25	23,829.32	86,077.21
OPERATING PROFIT	11,896.53	17,119.31	1,906.15	4,824.70	35,665.00	(3,220.80)	(7,247.53)	(1,249.08)	(9,217.71)	26,447.29
PER CASE: GROSS SALES	2.29	2.67	2.64	2.25	2.43	2.18	2.03	2.25	2.11	2.34
DISCOUNTS										
FREIGHT	.05	.13	.14	.19	.12	.31	.46	.19	.35	.18
SPOILS	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
TOTAL	.06	.14	.15	.20	.13	.32	.47	.20	.36	.19
NET SALES	2.23	2.53	2.49	2.05	2.30	1.81	1.56	2.05	1.75	2.15
PRIME COST	1.30	1.45	1.46	1.25	1.34	1.10	1.11	1.06	1.10	1.28
PROCESSING COST	.26	.29	.31	.24	.27	.37	.38	.43	.38	.30
TOTAL COST OF SALES	1.57	1.74	1.77	1.49	1.61	1.47	1.49	1.49	1.48	1.58
GROSS PROFIT	.67	.79	.72	.56	.69	.34	.07	.56	.27	.57
SELLING	.36	.38	.37	.38	.37	.40	.44	.46	.41	.38
GENERAL & ADMINISTRATIVE	.06	.07	.07	.06	.07	.05	.04	.04	.05	.06
TOTAL EXPENSE	.42	.45	.44	.44	.44	.45	.48	.52	.46	.44
OPERATING PROFIT	.25	.34	.29	.12	.25	(.11)	(.41)	(.09)	(.19)	.13
Deal Cost Per Case	.22	.20	.20	.23	.22	.25	.28	.25	.26	.23

[fol. 1836-1836a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT February 1941

	So. Cal.	No. Cal.	Ariz. & El Dor.	Pac. N.W.	So. West	So. Cent	West. Cent.	Total
24	20.039	18.592	8.276	31.574	29.795	10.578	5.168	114.816
99	22.419	20.836	4.836	814	1.144	458	84	69.851
Creams	5.324	6.995	1.169	1.537	9.120	8.319	1.588	33.992
Other	1.842	359	75	60	295	—	—	3.631
Total	49.625	46.241	10.486	33.989	40.354	15.449	6.678	193.271

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	49 125	40 341	12 426	33 989	133 376	40 354	15 449	6 488	62 491	196 381
2											
3	GROSS SALES	118 260 49	107 252 06	27 655 61	76 947 63	329 802 39	88 412 39	30 911 85	14 549 76	135 874 00	463 676 39
4	DISCOUNTS										
5	FREIGHT	3 093 15	3 964 20	2 394 23	3 448 09	12 118 87	12 142 46	2 678 02	1 614 66	17 241 14	35 359 01
6	SPOILS	126 75	114 42	29 99	80 49	351 75	94 28	32 96	15 51	142 75	494 46
7	TOTAL	2 819 94	4 079 22	2 389 28	2 741 42	12 464 86	12 892 62	3 411 04	1 530 17	17 833 83	30 298 47
8											
9	NET SALES	115 630 49	103 272 78	25 265 89	67 206 60	311 337 76	76 149 71	27 500 81	13 019 59	116 670 11	427 987 87
10											
11	PRIME COST	44 564 50	53 822 04	14 828 98	32 331 61	170 547 13	47 675 32	18 782 78	7 922 47	75 380 57	245 927 70
12	PROCESSING COST	22 298 93	19 611 19	4 394 33	13 474 65	60 475 30	19 087 69	6 884 79	3 159 57	29 132 05	89 607 35
13	TOTAL COST OF SALES	67 457 43	73 434 23	19 223 31	45 806 26	231 023 43	67 408 91	25 210 52	11 082 04	104 436 47	335 459 91
14											
15	GROSS PROFIT	48 172 93	29 838 55	6 042 58	21 400 34	80 314 27	8 586 80	1 490 29	1 936 55	12 003 64	92 317 91
16											
17	SELLING	18 885 11	18 386 25	3 [illegible]	10 531 [illegible]	51 992 74	15 718 04	4 867 27	3 220 85	23 806 17	75 798 91
18	GENERAL & ADMINISTRATIVE	2 825 03	2 994 96	[illegible]	1 761 [illegible]	7 576 11	2 092 18	751 99	158 41	3 002 58	10 578 69
19	TOTAL EXPENSE	15 710 14	15 270 11	3 [illegible]	10 332 [illegible]	44 642 85	17 810 24	5 619 26	3 379 26	26 808 75	71 451 60
20											
21	OPERATING PROFIT	13 762 83	15 568 29	2 [illegible]	5 812 78	35 671 42	9 249 44	4 118 97	1 742 91	17 111 32	52 782 74
22											
23	PER CASE: GROSS SALES	2 41	2 66	2 45	2 28	2 46	2 19	2 00	2 17	2 14	2 36
24	DISCOUNTS										
25	FREIGHT	06	10	05	05	09	30	05	05	05	06
26	SPOILS	—	—	—	—	—	—	—	—	—	—
27	TOTAL	06	10	05	05	09	30	05	05	05	06
28											
29	NET SALES	2 35	2 56	2 40	1 98	2 37	1 89	1 77	1 94	1 84	2 30
30	PRIME COST	1 01	1 32	1 17	1 13	1 30	1 21	1 21	1 18	1 20	1 25
31	PROCESSING COST	47	47	47	40	46	47	46	47	47	46
32	TOTAL COST OF SALES	1 48	1 79	1 64	1 53	1 76	1 68	1 67	1 65	1 67	1 71
33	GROSS PROFIT	87	77	63	45	61	21	10	29	17	59
34	SELLING	38	81	89	31	39	39	44	48	38	39
35	GENERAL & ADMINISTRATIVE	06	07	06	04	06	05	05	05	05	06
36	TOTAL EXPENSE	44	88	95	35	45	44	49	53	43	45
37											
38	OPERATING PROFIT	43	39	38	10	16	23	39	36	27	14
39											

[fol. 1837-1837a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
February, 1961

4-f

53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN.STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
01	Wages & Salaries								1 700 00	1 700 00			1
03	Social Security								34 02	34 00			2
04	Insurance-Ind.								42 15	42 15			3
05	Health & Welfare												4
13	Office Supplies								1 240 48	1 240 48			5
14	Ice Purchases												6
16	Collection & Exchange												7
19	General Supplies												8
20	Fuel												9
22	Water												10
23	Telephone & Telegraph								95 65	95 65			11
24	Dues & Subscriptions												12
27	Repair Matl, M & E												13
28	Demonstrations				132 25				132 25		132 25		14
29	Distressed Mdse								85 75	85 75			15
30	Freight				23 96				23 96		23 96		16
34	Brokerage - Brokers	4 545 90	4 184 18	1 062 44	2 917 57	3 896 55	1 187 54	558 96	2 430 47		17 913 14		17
35	Brokerage - Carnation								15 329 71				18
36	Samples & Donations	113 21	102 16		225 45	29 01	210 12	96 95	777 70		777 70		19
38	Travel & Local		146 47		475 98			329 32	951 97		951 97		20
39	Bad Debts								300 00	300 00			21
40	Advertising								1 091 35	1 091 35			22
41	Coop. Advertising								2 800 00	2 800 00			23
44	Deals	5 422 33	4 360 51	1 270 63	4 706 50	9 890 03	4 220 93	1 284 38	31 756 31		31 756 31		24
45	Depreciation												25
46	Taxes, Other								1 072 31	1 072 31			26
47	Licenses												27
48	Insurance												28
50	Rent, Public Whse	23 00	1 959 40		586 05	449 63	575 23	172 09	3 984 40		3 984 40		29
51	Rent, Equipment								185 50	185 50			30
55	Miscellaneous								446 00	446 00			31
													32
													33
	Sub-Total	10 125 04	10 492 92	2 533 07	9 071 96	13 925 12	1 193 92	3 043 70	62 878 92		55 445 73		34
	Expense Dist. on Net Sales	2 110 07	1 732 43	447 63	1 459 63	1 732 94	143 35	287 15		2 433 19			35
	Total	12 235 11	12 425 35	2 980 70	10 531 58	15 718 06	1 337 27	3 330 85	62 878 92				36

1837

[fol. 1838-1838a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
January , 19 61

4-A

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
1	01	Wages & Salaries								1 700 00	1 700 00			1
2	03	Social Security								39 00	39 00			2
3	04	Insurance-Ind.								42 22	42 22			3
4	05	Health & Welfare												4
5	13	Office Supplies								1 829 96	1 234 96			5
6	14	Ice Purchases												6
7	16	Collection & Exchange												7
8	19	General Supplies												8
9	20	Fuel												9
10	22	Water												10
11	23	Telephone & Telegraph								207 27	207 27			11
12	24	Dues & Subscriptions												12
13	27	Repair Mat'l, M & E												13
14	28	Demonstrations				11 00				11 00		11 00		14
15	29	Distressed Mdse								38 75	38 75			15
16	30	Freight												16
17	34	Brokerage - Brokers	3 518 76	2 601 84	465 90	1 529 00	3 134 64	974 42	340 85	2 625 72		13 459 98		17
18	35	Brokerage - Carnation								10 334 19				18
19	36	Samples & Donations	57 93	46 27	89 99	241 75	24 76	74 65	4 44	499 04		494 04		19
20	38	Travel & Local					248 77	35 45		324 22		324 22		20
21	39	Bad Debts								300 00	300 00			21
22	40	Advertising												22
23	41	Coop. Advertising								1 320 98	1 320 98			23
24	44	Deals	3 976 27	4 194 31	828 48	1 295 57	9 145 41	3 463 71	1 073 92	1 700 00	1 700 00			24
25	45	Depreciation								24 574 46		24 574 46		25
26	46	Taxes, Other												26
27	47	Licenses								1 069 42	1 054 42			27
28	48	Insurance												28
29	50	Rent, Public Whse	22 68	2 421 66	24 76	474 45	741 67	471 61	271 26	4 430 69		4 430 69		29
30	51	Rent, Equipment								125 50	125 50			30
31	55	Miscellaneous												31
32														32
33														33
34														34
35		Sub-Total	7 571 64	12 164 05	1 359 07	4 153 77	13 041 53	5 233 36	1 727 94	51 134 39		43 256 36		35
36														36
37		Expense Dist. on Net Sales	2 134 16	1 771 78	252 35	902 35	1 965 41	645 16	208 92		7 878 03			37
38														38
39		Total	9 705 80	11 935 83	1 611 32	5 054 12	15 041 94	5 878 52	1 936 86	51 134 39				39
40														40
41														41

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[fol. 1839-1839a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
, 1965

	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA El Paso	IV PAC. N.W. MTN. STATES		V SOUTH-ESTERN DIV	VI SOUTH CENTRAL DI	VII WEST CENTRAL DIV		GRAND-TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
1		01 Wages & Salaries										2 007 22	2 000 00		
2		03 Social Security										40 00	40 00		
3		04 Insurance-Ind.										31 81	31 81		
4		05 Health & Welfare													
5		13 Office Supplies										541 55	546 55		
6		14 Ice Purchases													
7		16 Collection & Exchange													
8		19 General Supplies													
9		20 Fuel													
10		22 Water													
11		23 Telephone & Telegraph										124 53	124 53		
12		24 Dues & Subscriptions													
13		27 Repair Mat'l, M & E													
14		28 Demonstrations													
15		29 Distressed Mdse													
16		30 Freight		4 46					- 1 75			621			6 21
17		34 Brokerage - Brokers	4 080 32	5 415 07	1 459 63	1 626 38		1 948 91	1 018 43	460 90		1 706 54		15 944 99	
18		35 Brokerage - Carnation										14 237 76			
19		36 Samples & Donations	344 77	243 17	55 53	159 89		113 18	58 95	19 78		998 27		998 27	
20		38 Travel & Local	240 01	364 35	86 54	111 89		151 63	69 91	30 83		1 155 14		1 155 14	
21		39 Bad Debts										300 00	300 00		
22		40 Advertising										1 260 95	1 260 95		
23		41 Coop. Advertising	618 96	1 281 04								1 900 00		1 900 00	
24		44 Deals	7 436 09	10 795 59	10 534 08	4 416 63		9 540 82	4 389 07	1 750 46		51 062 74		51 062 74	
25		45 Depreciation													
26		46 Taxes, Other										1 043 11	1 043 11		
27		47 Licenses													
28		48 Insurance													
29		50 Rent, Public Whse	161 05	648 76	37 10	427 15		466 09	553 09	328 93		2 877 17		2 877 17	
30		51 Rent, Equipment										8 83	8 83		
31		55 Miscellandous										118 30	118 30		
32															
33															
34															
35		Sub-Total	13 154 80	18 752 41	12 171 88	6 201 94		13 215 63	8 091 20	2 725 90		79 417 87		73 943 79	
36															
37		Expenses Dist. on Case Net Sales	1 611 24	1 726 58	410 12	530 22		718 53	331 29	146 10			5 474 08		
38		Total	14 765 04	20 479 03	12 582 00	7 332 16		13 934 11	8 422 49	2 872 00		79 417 87			
39															
40							1859								
41															

[fol. 1840-1840a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT April 1962

Year-to-Date

	So. Cal.	No. Cal.	Phoenix-El Paso	Pac. N.W.	So. West	So. Cent.	West Cent.	Totals
8"	131,343	71,542	4,335	47,[illegible]	[illegible]	31,574	7,229	363,087
9"	44,876	97,059	26,376	4,[illegible]	[illegible]	4,205	941	184,485
Creams	34,239	41,412	13,441	13,148	31,032	27,688	4,192	175,174
Other	3,691	175	-	821	690	660	-	6,037
Totals	213,349	210,258	45,202	65,355	120,481	67,047	12,913	728,605

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA El Paso	PACIFIC NW MTN. STATES	TOTAL [illegible] DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
CASE SALES	213,349	210,258	45,202	65,355	534,164	180,491	61,047	12,913	189,491	728,605
GROSS SALES	428,172.52	578,783.62	129,564.00	168,279.41	1284,755.61	269,193.[illegible]	188,089.89	30,255.42	[illegible]	1722,294.70
DISCOUNTS										
FREIGHT	18,429.45	28,140.98	12,167.01	19,439.05	67,296.49	29,514.51	15,660.90	2,052.19	47,[illegible]	114,523.89
ROUTE	1,304.98	1,587.47	879.70	476.65	4,748.80	785.[illegible]	407.92	91.35	[illegible]	5,082.40
TOTAL	18,733.93	29,728.45	13,046.71	19,965.70	70,994.69	30,350.[illegible]	16,067.82	2,143.44	[illegible]	119,555.79
NET SALES	409,438.59	548,925.17	117,817.29	148,313.71	1213,760.92	288,843.[illegible]	172,022.07	28,111.98	323,977.69	1602,738.91
PRIME COST	275,552.49	323,923.03	65,496.09	99,195.58	764,216.19	183,192.[illegible]	65,506.29	14,292.94	217,541.31	984,257.95
PROCESSING COST	93,001.61	128,804.29	20,936.13	28,102.58	270,844.61	57,997.[illegible]	29,139.52	4,443.93	91,581.45	362,832.01
TOTAL COST OF SALES	368,554.10	452,727.31	86,432.17	127,298.16	1035,060.80	241,190.[illegible]	94,645.81	18,736.87	[illegible]	1347,089.96
GROSS PROFIT	40,884.49	96,197.86	31,385.12	21,015.55	189,483.12	47,652.[illegible]	77,376.26	9,375.11	[illegible]	255,648.95
SELLING	13,455.[illegible]	26,[illegible]5.12	8,576.[illegible]	4,890.71	53,[illegible]0.08	9,270.71	7,799.[illegible]	372.45	[illegible]	70,[illegible]2.[illegible]
TOTAL EXPENSE	13,405.74	22,832.53	8,361.[illegible]	4,618.75	49,218.[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
OPERATING PROFIT	27,478.75	73,365.33	23,023.[illegible]	16,396.80	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MISC. GROSS SALES	2,138	2,[illegible]7	2,[illegible]7	2,[illegible]5	8,[illegible]1	[illegible]	[illegible]	2,[illegible]5	2,[illegible]1	2,[illegible]2
DISCOUNTS										
FREIGHT	.06	.14	.22	.[illegible]9	.[illegible]1	.[illegible]7	.[illegible]9	.14	.[illegible]5	.11
ROUTE	.01	.01	.01	.01	.01	.01	.01	.01	.01	.01
TOTAL	.07	.15	.23	.[illegible]0	.[illegible]2	.[illegible]5	.[illegible]0	.17	.[illegible]6	.17
NET SALES	2,[illegible]8	2,[illegible]2	2,[illegible]9	2,[illegible]5	8,[illegible]4	2,[illegible]7	2,[illegible]8	2,[illegible]8	2,[illegible]6	2,[illegible]1
PRIME COST	1,[illegible]9	1,[illegible]1	1,[illegible]6	1,[illegible]1	4,[illegible]9	1,[illegible]5	1,[illegible]7	1,[illegible]5	1,[illegible]5	1,[illegible]9
PROCESSING COST	.44	.[illegible]3	.46	.43	.[illegible]4	.49	.52	.50	.[illegible]1	.[illegible]5
TOTAL COST OF SALES	1,[illegible]3	1,[illegible]4	1,[illegible]2	1,[illegible]4	4,[illegible]3	1,[illegible]4	1,[illegible]9	1,[illegible]5	1,[illegible]5	1,[illegible]4
GROSS PROFIT	.82	.[illegible]6	.47	.[illegible]7	.[illegible]1	.[illegible]4	.49	.53	.[illegible]0	.[illegible]7
SELLING	.27	.[illegible]1	.[illegible]1	.[illegible]1	.[illegible]1	.[illegible]2	.[illegible]9	.[illegible]1	.[illegible]1	.[illegible]8
GENERAL & ADMINISTRATIVE	.06	.[illegible]6	.[illegible]2	.07	.[illegible]7	.06	.07	.07	.06	.07
TOTAL EXPENSE	.33	.[illegible]7	.[illegible]3	.[illegible]8	.[illegible]8	.44	.53	.41	.47	.45
OPERATING PROFIT	.11	.19	.03	.13	.[illegible]6	.10	.04	.12	.07	.03
Total Deal Amount	52,101.15	86,499.70	16,572.63	10,149.88	165,323.36	30,241.47	15,501.98	1,814.21	47,358.46	142,881.22
Deal Cost Per Case	.244	.175	.367	.155	.216	.349	.277	.141	.250	.225

[fol. 1841-1841a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT April 1942

	So. Cal.	No. Cal.	Phoenix Ariz.	Pac. N.W.	Ea. West	So. Coast	West Coast	Totals
8"	24.119	22.319	1280	2516	20.771	2827	1836	82.048
9"	11.758	26.979	4685	729	838	1394	306	45.753
Creams	12.138	15.185	3519	3018	7.467	10.834	1298	54.705
other	612	75	-	45	155	255	-	1.142
Totals	48.627	64.558	9484	12.308	29.231	15.310	3440	183.648

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA El Paso	PACIFIC NW NEW STATES	TOTAL WESTERN DIVISION	SOUTH WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL	
CASE SALES	49 614	25 958	9 475	18 898	135 445	29 423	15 360	3 460	48 243	183 688	1
GROSS SALES	184 578 32	98 163 41	34 672 98	71 482 23	524 789 96	65 648 20	40 157 90	8 233 40	114 090 50	488 880 45	2
DISCOUNTS											3
FREIGHT	21 619 71	5 914 82	2 592 46	3 976 50	15 203 69	6 476 74	3 612 32	718 34	10 819 10	26 119 79	4
BROKER	776 28	422 89	78 91	98 61	961 16	194 30	118 86	24 51	337 67	1 298 83	5
TOTAL	2 924 82	1 336 71	2 671 37	4 081 61	14 264 86	4 671 28	2 732 42	742 85	11 151 77	25 916 62	6
NET SALES	181 733 50	96 827 18	32 001 61	67 400 72	376 524 10	61 976 96	36 424 90	9 541 55	102 932 77	479 457 88	7
PACK COST	39 837 98	18 198 49	13 816 47	15 687 77	87 538 71	29 826 38	17 879 81	4 116 57	51 823 76	139 362 47	8
PROCESSING COST	31 264 81	17 961 89	9 189 78	6 738 76	65 155 24	13 365 17	7 722 85	1 430 20	22 518 22	87 673 46	9
TOTAL COST OF SALES	71 102 79	36 160 38	23 006 25	22 426 53	152 693 95	43 191 55	25 602 66	5 546 77	74 341 98	227 035 93	10
GROSS PROFIT	110 630 71	60 666 80	8 995 36	44 974 19	223 830 15	18 785 41	10 821 24	3 994 78	33 590 43	252 420 58	11
SELLING	31 572 36	19 446 47	5 [illegible]	9 [illegible]	65 [illegible]	11 436 39	7 [illegible]	1 [illegible]	20 [illegible]	85 [illegible]	12
GENERAL & ADMINISTRATIVE	5 105 87	2 [illegible]	1 [illegible]	1 [illegible]	9 [illegible]	1 [illegible]	1 [illegible]	[illegible]	3 [illegible]	12 [illegible]	13
TOTAL EXPENSE	36 677 23	21 719 51	6 [illegible]	10 [illegible]	74 [illegible]	12 [illegible]	8 [illegible]	1 [illegible]	23 [illegible]	97 [illegible]	14
NET PROFIT	73 953 48	38 947 29	2 [illegible]	34 [illegible]	149 [illegible]	6 [illegible]	2 [illegible]	[illegible]	10 [illegible]	159 [illegible]	15
OTHER INCOME											16
DISCOUNTS	45	40	21	22	128	2 00	2 37	2 18	2 13	2 28	17
FREIGHT	81	61	21	22	185	1 17	1 18	1 19	1 17	1 29	18
BROKER	46	25	10	11	92	47	52	99	49	141	19
TOTAL	172	126	52	55	405	1 64	1 70	1 68	1 66	1 71	20
NET SALES	1 99	1 71	1 54	1 65	1 77	36	67	50	47	59	21
PACK COST	1 09	1 09	1 09	1 09	1 09	37	56	37	42	48	22
PROCESSING COST	1 07	1 07	1 07	1 07	1 07	46	68	07	06	07	23
TOTAL COST OF SALES	1 97	1 87	1 70	1 81	1 93	43	52	44	48	47	24
GROSS PROFIT	1 02	1 84	1 30	1 84	1 84	1 07	1 09	1 06	1 01	1 03	25
SELLING	87	1 00	1 00	1 00	1 00	1 00	1 00	1 00	1 00	1 00	26
GENERAL & ADMINISTRATIVE	14	05	03	03	04	02	03	02	02	03	27
TOTAL EXPENSE	1 01	1 05	1 03	1 03	1 04	1 02	1 03	1 02	1 02	1 03	28
OPERATING PROFIT	01	79	27	81	80	05	06	04	01	00	29
Real Cost Per Case	306	150	977	213	229	233	316	153	259	235	30

[fol. 1842-1842a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
April, 1948

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	53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA El Paso	IV PAC. N.W. MTN.STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
1		01 Wages & Salaries								1 700 00	1 700 00			1
2		03 Social Security								40 00	40 00			2
3		04 Insurance-Ind.								27 04	27 04			3
4		05 Health & Welfare												4
5		13 Office Supplies								70 85	70 85			5
6		14 Ice Purchases												6
7		16 Collection & Exchange												7
8		19 General Supplies												8
9		20 Fuel												9
10		22 Water												10
11		23 Telephone & Telegraph								73 40	73 60			11
12		24 Dues & Subscriptions												12
13		27 Repair Mat'l, M.A.E.												13
14		28 Demonstrations												14
15		29 Distributed Mdse												15
16		30 Freight								(4 75)	4 75			16
17		34 Brokerage - Brokers	4 240 27	4 292 46	1 042 30	1 281 84	2 580 12	1 572 29	825 60	2 412 37			17 247 87	17
18		35 Brokerage - Carnation								14 839 70				18
19		36 Samples & Donations	231 24	258 11	28 09	111 81	170 26	158 71	13 94	1 026 23			1 026 23	19
20		38 Travel & Local	39 72	171 33	7 58	113 48	84 65	12 80	2 77	370 29			370 29	20
21		39 Bad Debts								300 00	300 00			21
22		40 Advertising								1 229 54	1 229 54			22
23		41 Coop. Advertising	560 44	1439 36						2 000 00			2 000 00	23
24		44 Meals	15 170 36	9 526 35	2 663 52	2 647 39	4 265 17	4 250 97	529 90	43 251 60			43 251 60	24
25		45 Depreciation												25
26		46 Taxes, Other								1 042 24	1 042 24			26
27		47 Licenses												27
28		48 Insurance												28
29		49 Rent, Public Whse		1 481 40	16 71	392 02	444 18	734 33	209 33	3 524 22			3 524 22	29
30		51 Rent, Equipment								170 75	170 75			30
31		55 Miscellaneous								253 97	253 97			31
32														32
33														33
34														34
35		Sub-Total	20 252 28	19 119 21	4 773 35	4 426 51	10 281 20	7 329 60	1 181 51	72 383 90			17 422 66	35
36		CASE Expense Distr.on Net Sales	1 940 03	1 727 46	255 90	389 85	794 49	414 91	93 42		4 961 24			36
37														37
38		Total	21 592 31	20 846 67	5 029 25	4 816 36	11 075 69	7 744 51	1 274 93	72 383 90				38
39														39
40														40
41														41

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CARNATION COMPANY — FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT [illegible] 1962

Year To Date

	SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA El Paso	PACIFIC NW INTR. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
[illegible]	118 [illegible]	146 300	36 727	52 957	333 719	91 652	40 627	9 453	141 198	537 917
GROSS SALES	342 302 30	374 625 21	102 291 02	129 191 13	948 045 66	203 545 43	97 331 99	21 971 02	322 448 52	1282 444 05
[illegible]										
[illegible]	9 811 77	12 744 16	2 274 24	15 572 59	51 942 76	28 027 57	12 291 47	1 233 75	36 462 20	88 405 [illegible]
[illegible]	977 04	1 113 58	308 74	339 49	2 737 85	591 23	282 [illegible]	64 27	946 53	3 732 57
[illegible]	10 722 80	13 857 74	3 [illegible]	15 997 13	54 739 89	28 622 80	12 829 [illegible]	1 400 54	37 409 33	92 [illegible]
[illegible] SALES	332 580 [illegible]	344 767 47	92 715 [illegible]	113 193 95	905 835 82	179 244 83	85 [illegible]	20 570 43	284 089 26	1191 [illegible]
[illegible] COST	211 012 74	207 774 54	52 422 [illegible]	64 867 81	535 323 96	103 204 75	47 [illegible]	10 726 37	161 940 15	697 [illegible]
[illegible] COST	71 125 40	64 302 39	16 626 [illegible]	22 210 45	174 274 75	45 129 28	21 [illegible]	4 762 78	71 040 03	245 [illegible]
[illegible] COST OF SALES	282 142 14	272 076 93	69 [illegible]	87 [illegible]	710 198 71	148 [illegible]	68 [illegible]	15 488 10	233 020 18	942 [illegible]
[illegible] PROFIT	50 860 86	99 690 54	23 [illegible]	25 [illegible]	195 637 11	30 [illegible]	17 [illegible]	[illegible]	[illegible]	302 [illegible]
[illegible]	57 [illegible]	58 [illegible]	12 [illegible]	15 [illegible]	143 [illegible]	35 [illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible] & ADMINISTRATIVE	9 [illegible]	10 932 28	2 [illegible]	3 [illegible]	26 [illegible]	5 [illegible]	[illegible]	[illegible]	1 419 48	[illegible]
[illegible] EXPENSE	48 [illegible]	44 319 02	21 [illegible]	12 [illegible]	124 [illegible]	41 [illegible]	[illegible]	[illegible]	45 514 72	[illegible]
[illegible] PROFIT	17 [illegible]	23 [illegible]	2 [illegible]	[illegible]	80 [illegible]	10 [illegible]	[illegible]	[illegible]	12 [illegible]	[illegible]
[illegible] SALES	2 10	2 [illegible]	2 [illegible]	2 44	2 91	2 [illegible]	2 [illegible]	2 [illegible]	2 89	2 [illegible]
[illegible]										
[illegible]	05	11	28	29	13	25	[illegible]	19	26	14
[illegible]	01	01	01	01	01	01	[illegible]	01	01	01
[illegible]	07	12	29	30	14	26	[illegible]	18	27	17
[illegible]										
[illegible] SALES	2 03	2 50	2 59	2 14	2 37	1 37	2 [illegible]	2 17	2 02	2 [illegible]
[illegible] COST	1 29	1 42	1 47	1 21	1 34	1 14	1 [illegible]	1 18	1 15	1 [illegible]
[illegible] COST	43	44	46	43	44	49	[illegible]	50	50	46
[illegible] COST OF SALES	1 72	1 86	1 93	1 64	1 78	1 [illegible]	1 [illegible]	1 [illegible]	1 [illegible]	1 [illegible]
[illegible] PROFIT	31	44	46	50	49	34	41	54	37	46
[illegible]	36	38	51	36	37	29	[illegible]	33	40	38
[illegible] & ADMINISTRATIVE	04	07	08	04	07	04	[illegible]	07	04	04
[illegible] EXPENSE	42	45	59	36	44	45	[illegible]	40	46	[illegible]
[illegible] PROFIT	11	19	07	14	05	11	[illegible]	[illegible]	[illegible]	02
Total Deal Amount	86 [illegible]	27 [illegible]	12 [illegible]	7 [illegible]	[illegible]	23 [illegible]	10 [illegible]	1 [illegible]	35 [illegible]	119 [illegible]
Deal Cost Per Case	236	186	361	[illegible]	[illegible]	255	262	196	249	[illegible]

[fol. 1844-1844a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT March 1962

	So. Calif.	No. Calif	Portland Ore.	Pac. N.W.	So. West	So. Cent.	West Cent.	Total
	59.969	23.034	1000	12.014	22.814	5927	1491	125.289
	10.263	87.691	7708	1.641	1.301	1326	294	50.314	4
Expenses	12.084	9.812	2291	4.337	2.447	5558	932	48.461
Other	1.241	50	—	87	200	40	—	1.618
Total	23.537	60.537	10.991	18.129	31.232	12.851	2907	220.884

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA + El Paso	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL	
1	CASE SALES	83 587	60 527	10 991	18 129	173 244	31 882	12 851	2 907	47 640	220 884	1
2												2
3	GROSS SALES	160 052 69	154 482 99	32 158 40	46 126 67	392 344 75	71 340 79	31 291 73	6 789 79	109 442 31	501 787 06	3
4	DISCOUNTS											4
5	FREIGHT	4 009 59	9 279 00	3 455 39	4 983 86	19 727 84	9 036 32	3 253 32	849 17	13 138 81	33 466 15	5
6	SPOILS	362 48	348 84	78 22	109 79	888 53	161 62	70 87	15 37	247 86	1 136 39	6
7	TOTAL	4 372 02	7 627 84	3 533 61	5 093 80	20 615 87	9 197 94	3 424 19	864 54	13 986 67	33 602 54	7
8												8
9	NET SALES	155 680 67	146 405 14	28 624 79	41 033 27	371 728 21	62 142 84	27 867 54	5 925 25	96 455 63	467 184 84	9
10												10
11	PRIME COST	106 513 42	86 014 40	16 747 69	22 371 29	231 649 80	37 147 97	15 178 10	3 446 96	55 773 03	287 422 83	11
12	PROCESSING COST	32 544 00	24 008 99	4 513 02	7 188 41	68 191 42	15 775 36	6 601 09	1 462 93	23 839 38	92 030 79	12
13	TOTAL COST OF SALES	139 057 42	110 023 39	21 259 71	29 559 70	299 840 22	52 923 27	21 779 19	4 909 89	79 612 35	379 452 57	13
14												14
15	GROSS PROFIT	16 682 99	36 381 45	7 870 42	11 573 58	71 827 44	9 219 57	6 088 35	1 515 36	16 843 28	88 731 72	15
16												16
17	SELLING	25 176 37	19 203 62	3 180 86	7 289 10	54 739 95	14 627 75	5 180 60	719 77	20 488 12	75 228 10	17
18	GENERAL & ADMINISTRATIVE	3 930 44	3 496 74	722 79	1 036 67	9 386 64	1 569 67	703 62	162 19	2 435 48	11 821 69	18
19	TOTAL EXPENSE	29 106 81	22 700 37	3 903 65	8 325 77	64 126 59	16 209 42	5 884 22	881 96	22 923 60	87 049 69	19
20												20
21	OPERATING PROFIT	(12 503 82)	13 495 79	3 516 73	3 248 47	7 762 85	(6 989 85)	204 13	633 40	(6 080 32)	1 671 99	21
22												22
23	PER CASE: GROSS SALES	1 92	2 54	2 92	2 54	2 26	2 24	2 43	2 34	2 30	2 27	23
24	DISCOUNTS											24
25	FREIGHT	05	11	91	27	11	28	26	12	27	14	25
26	SPOILS	01	01	01	01	01	01	01	01	01	01	26
27	TOTAL	06	12	92	28	12	29	27	13	28	16	27
28												28
29	NET SALES	1 86	2 42	2 60	2 26	2 14	1 95	2 16	2 21	2 02	2 12	29
30	PRIME COST	1 27	1 42	1 52	1 23	1 34	1 17	1 18	1 19	1 17	1 30	30
31	PROCESSING COST	39	40	41	39	39	49	51	50	50	42	31
32	TOTAL COST OF SALES	1 66	1 82	1 93	1 62	1 73	1 66	1 69	1 69	1 67	1 72	32
33	GROSS PROFIT	20	60	47	64	41	29	47	52	35	40	33
34	SELLING	30	28	29	40	32	46	40	25	43	34	34
35	GENERAL & ADMINISTRATIVE	05	06	07	06	05	05	05	06	05	05	35
36	TOTAL EXPENSE	35	34	36	46	37	51	45	31	48	39	36
37												37
38	OPERATING PROFIT	(15)	22	93	18	04	(22)	02	21	(13)	01	38
39												39
40												40
		100	120	133	145	106	220	204	100	221		

[fol. 1845-1845a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
March , 1962

A-2

53	SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA El Paso	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT	
01	Wages & Salaries								1700 00	1700 00			1
03	Social Security								48 00	48 00			2
04	Insurance-Ind.								28 86	28 86			3
05	Health & Welfare												4
03	Office Supplies								72 49	72 49			5
14	Ice Purchases												6
16	Collection & Exchange												7
19	General Supplies												8
20	Fuel												9
22	Water												10
23	Telephone & Telegraph								111 92	111 92			11
24	Dues & Subscriptions												12
27	Repair Mat'l, M & E												13
28	Demonstrations				7 25				7 25		7 25		14
29	Distressed Mdse												15
30	Freight								61 89	61 89			16
34	Brokerage - Brokers	4 287 11	4 051 40	1 263 39	1 811 92	2 803 51	1 209 34	266 75	2 449 96		19 718 42		17
35	Brokerage - Carnation								17 263 46				18
36	Samples & Donations	259 40	182 50	38 10	140 85	109 28	73 89	34 71	833 73		833 73		19
38	Travel & Local	102 67	78 83	14 29	23 58	41 47	16 71	3 78	287 33		287 33		20
39	Bad Debts								300 00	300 00			21
40	Advertising								1 044 67	1 044 67			22
41	Coop. Advertising	431 95	1 168 05						1 600 00		1 600 00		23
44	Deals	14 044 96	7 292 97	1 516 10	4 441 85	10 512 11	2 897 60	118 19	42 824 28		42 824 28		24
45	Depreciation												25
46	Taxes, Other								1 079 42	1 079 42			26
47	Licenses												27
48	Insurance												28
50	Rent, Public Whse	93 41	3 014 58	47 80	379 78	420 71	618 93	233 44	4 802 10		4 802 10		29
51	Rent, Equipment								885 54	885 54			30
55	Miscellaneous								306 70	306 70			31
													32
													33
	Sub-Total	23 225 00	19 928 33	2 874 18	6 805 68	13 293 08	4 830 47	451 87	75 228 10		70 068 61		34
	Expense Dist. on CASE Net Sales	1 951 37	1 415 30	256 48	423 44	744 67	300 13	67 90		5 159 49			36
	Total	25 176 37	19 203 63	3 130 86	7 229 12	14 037 75	5 130 60	719 77	75 228 10				38

1845

[fol. 1846-1846a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT February 1942

Year To Date

	So. Cal.	No. Cal.	Phoenix	Pac. N.W.	So. West	So. Cent.	West Cent.	Total
8"	37,315	25,209	9,107	27,276	40,408	12,320	3,697	156,130
9"	21,943	43,389	14,491	1,690	2,967	3,435	371	88,256
Creams	19,072	16,465	7,640	5,733	15,246	11,166	2,478	77,820
Other	1,852	50	—	129	335	365	—	2,717
Total	80,182	85,713	31,238	34,828	58,956	27,286	6,546	324,923

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA + El Paso	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	80 198	85 713	24 736	34 828	225 475	59 176	27 836	6 546	93 558	319 033
2											
3	GROSS SALES	183 875 61	230 592 23	70 732 62	83 070 46	567 670 92	132 184 85	66 640 21	15 121 23	214 006 29	781 677 21
4	DISCOUNTS										
5	FREIGHT	5 802 15	9 465 16	4 418 97	10 529 18	30 215 46	14 051 25	8 688 16	984 58	23 723 99	55 939 45
6	SPOILS	425 63	764 74	227 94	280 20	1 898 51	429 61	217 59	51 47	698 67	2 597 18
7	TOTAL	6 427 78	10 229 90	4 646 91	10 809 38	34 113 97	14 480 86	8 905 75	1 036 05	24 422 66	58 536 63
8											
9	NET SALES	176 847 83	220 362 33	66 085 71	72 261 08	533 556 95	117 803 99	57 734 46	14 145 18	189 583 63	723 140 58
10											
11	PRIME COST	104 499 06	121 758 54	35 731 18	41 685 98	303 674 76	66 458 78	32 248 93	7 279 41	106 187 12	409 861 88
12	PROCESSING COST	38 591 40	40 299 40	12 114 31	15 678 22	106 683 33	29 854 53	14 565 38	3 300 80	47 220 71	153 904 04
13	TOTAL COST OF SALES	143 090 46	162 057 94	47 845 49	57 364 20	410 359 09	96 013 31	46 814 31	10 580 21	153 407 88	563 766 92
14											
15	GROSS PROFIT	33 757 37	58 304 39	18 240 22	14 896 88	123 198 86	21 790 68	10 920 15	3 564 97	36 175 80	159 374 66
16											
17	SELLING	33 112 48	36 123 11	15 128 07	8 272 58	92 691 24	21 071 03	12 959 47	2 377 02	36 407 52	129 098 76
18	GENERAL & ADMINISTRATIVE	5 909 89	7 235 54	2 072 61	2 395 43	17 613 47	3 825 48	1 887 69	470 43	6 183 60	23 797 07
19	TOTAL EXPENSE	39 022 37	43 418 65	17 195 68	10 668 01	110 304 71	24 896 51	14 847 16	2 847 45	42 591 12	152 895 83
20											
21	OPERATING PROFIT	(5 266 04)	14 885 74	(955 46)	4 228 87	12 894 15	(3 205 83)	(3 927 01)	717 52	(1 415 32)	4 478 83
22											
23	PER CASE: GROSS SALES	2 28	2 69	2 86	2 39	2 52	2 23	2 39	2 32	2 29	2 45
24	DISCOUNTS										
25	FREIGHT	07	11	26	30	14	23	31	15	25	17
26	SPOILS	01	01	01	01	01	01	01	01	01	01
27	TOTAL	08	12	27	31	15	24	32	16	26	18
28											
29	NET SALES	2 20	2 57	2 59	2 08	2 37	1 99	2 07	2 16	2 03	2 27
30	PRIME COST	1 30	1 42	1 44	1 20	1 35	1 13	1 16	1 11	1 13	1 29
31	PROCESSING COST	48	47	49	45	47	50	52	51	51	48
32	TOTAL COST OF SALES	1 78	1 89	1 93	1 65	1 82	1 63	1 68	1 62	1 64	1 77
33	GROSS PROFIT	42	68	66	43	55	36	39	54	39	50
34	SELLING	41	42	42	24	41	35	46	36	39	41
35	GENERAL & ADMINISTRATIVE	07	08	08	07	08	06	07	07	07	07
36	TOTAL EXPENSE	48	50	70	31	49	41	53	43	46	48
37											
38	OPERATING PROFIT	(06)	18	(04)	12	06	(05)	(14)	11	(07)	02
39											
40	Total Deal Amount	20 826 33	19 880 38	11 393 01	3 060 70	55 220 42	12 460 89	7 753 41	1 171 72	21 386 02	76 606 44
41	Deal Cost Per Case	260	232	461	088	295	214	279	179	231	241

1846

[fol. 1847-1847a]

	So. Calif.	No. Calif.	Arizona	Pacific NW	Southwest	So. Central	West Central	Totals
8"	17,335	15,318	1315	14,727	25,540	7,934	1718	83,449
9"	18,057	20,911	2390	731	1,541	1,283	315	47,748
Creams	2,631	8,772	5390	2,919	2,322	4,459	1119	41,817
Other	515	25	—	84	130	251	—	1,028
Totals	38,538	47,048	15,095	18,473	29,453	14,320	3,202	174,034

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT February 1962

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA + El Paso	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	38 528	47 048	15 095	18 478	119 149	35 453	14 280	5 208	54 825	174 034
3	GROSS SALES	87 411 37	125 600 10	43 094 16	41 988 76	297 944 39	78 008 54	38 432 81	7 472 10	124 113 45	422 057 84
4	DISCOUNTS										
5	FREIGHT	3 089 82	4 045 68	3 749 20	5 021 78	15 876 48	3 130 67	5 204 07	446 92	14 381 06	30 257 54
6	SPOILS	232 32	353 64	114 57	111 48	792 07	207 38	102 70	19 76	329 94	1 122 01
7	TOTAL	3 272 20	4 379 32	3 283 77	5 133 26	16 668 55	3 338 05	5 306 77	466 18	14 711 00	31 379 55
9	NET SALES	84 139 18	121 120 78	39 810 59	36 805 50	281 275 84	69 670 49	32 724 04	7 005 92	109 402 45	390 678 29
11	PRIME COST	52 772 92	68 623 68	22 059 53	22 812 91	166 268 54	40 812 37	19 320 30	3 729 85	63 862 02	230 130 56
12	PROCESSING COST	13 682 24	22 480 04	7 593 76	8 461 53	57 217 57	14 946 79	8 273 06	1 587 13	24 816 98	84 034 50
13	TOTAL COST OF SALES	71 454 66	91 103 72	29 653 29	31 274 44	223 486 11	57 759 11	27 603 36	5 316 98	90 678 95	314 165 06
15	GROSS PROFIT	12 624 52	30 017 06	9 657 09	5 531 06	57 789 73	11 911 38	5 122 68	1 689 94	18 723 50	76 513 23
17	SELLING	13 655 79	18 735 22	2 180 98	1 519 08	42 011 07	10 190 13	7 490 14	1 260 87	19 141 16	61 152 23
18	GENERAL & ADMINISTRATIVE	2 463 29	3 546 07	1 147 86	1 077 41	8 234 63	2 039 76	958 00	205 07	3 202 83	11 437 46
19	TOTAL EXPENSE	16 119 08	22 281 29	3 328 84	2 596 49	50 245 70	12 229 94	8 448 14	1 465 91	22 342 99	72 589 69
21	OPERATING PROFIT	(3 434 56)	7 735 77	(318 75)	2 934 57	7 544 03	(318 56)	(3 325 46)	223 53	(3 420 49)	3 923 54
23	PER CASE: GROSS SALES	2 27	2 67	2 86	2 27	2 50	2 20	2 38	2 33	2 26	2 42
24	DISCOUNTS										
25	FREIGHT	08	09	25	27	13	22	36	14	26	17
26	SPOILS	01	01	01	01	01	01	01	01	01	01
27	TOTAL	09	10	26	28	14	23	37	15	27	18
29	NET SALES	2 18	2 57	2 59	1 99	2 36	1 97	2 01	2 18	1 99	2 24
30	PRIME COST	1 37	1 45	1 46	1 23	1 40	1 15	1 19	1 16	1 16	1 32
31	PROCESSING COST	48	48	50	46	48	48	51	50	49	48
32	TOTAL COST OF SALES	1 86	1 93	1 96	1 69	1 88	1 63	1 70	1 66	1 65	1 80
33	GROSS PROFIT	33	64	63	30	48	34	21	52	34	44
34	SELLING	35	40	54	08	35	29	47	39	35	35
35	GENERAL & ADMINISTRATIVE	06	08	07	06	07	06	06	06	06	07
36	TOTAL EXPENSE	41	47	41	14	42	35	53	45	41	42
38	OPERATING PROFIT	(08)	16	02	16	06	(01)	(22)	07	(07)	02
41	Deal Cost Per Case	213	220	392	(063)	196	150	281	212	192	194

1847

[fol. 1848-1848a]

CARNATION COMPANY - FROZEN FOODS DIVISION
TERRITORIAL PROFIT AND LOSS STATEMENT
February, 1962

4-A

		SELLING	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA El Paso	IV PAC. N.W. MTN. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST ON % OF NET SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
1		01 Wages & Salaries								1 700 00	1 700 00		
2		03 Social Security								34 00	34 00		
3		04 Insurance-Ind.								28 21	28 21		
4		05 Health & Welfare											
5		13 Office Supplies								35 92	35 92		
6		14 Ice Purchases											
7		16 Collection & Exchange											
8		19 General Supplies											
9		20 Fuel											
10		22 Water											
11		23 Telephone & Telegraph								113 76	113 76		
12		24 Dues & Subscriptions											
13		27 Repair Mat'l. M & E											
14		28 Demonstrations					184 42			184 42		184 42	
15		29 Distressed Misc.											
16		30 Freight											
17		34 Brokerage - Brokers	8 404 59	4 222 10	1 472 49	1 433 48	3 022 37	1 504 70	891 68	2 330 57		14 488 78	
18		35 Brokerage - Carnation								14 108 18			
19		36 Samples & Donations	837 35	174 49	54 24	99 71	159 71	112 62	20 89	962 87		962 87	
20		38 Travel & Local					109 01			109 01		109 01	
21		39 Bad Debts								200 00	300 00		
22		40 Advertising								727 80	727 80		
23		41 Coop. Advertising	441 48	1 458 52						2 100 00		2 100 00	
24		44 Deals	3 206 53	10 [illegible] 93	5 920 55	1 178 65	5 304 10	4 563 07	477 25	33 248 98		33 248 98	
25		45 Depreciation											
26		46 Taxes, Other								1 034 96	1 034 96		
27		47 Licenses											
28		48 Insurance											
29		50 Rent, Public Whse		526 44	29 53	446 23	461 64	1 054 78	182 56	2 735 99		2 735 99	
30		51 Rent, Equipment											
31		55 Miscellaneous								774 76	774 76		
32													
33													
34													
35		Sub-Total	12 889 79	17 483 94	7 688 41	1 008 07	9 209 47	7 241 23	1 178 31	61 152 23		54 338 22	
36													
37		Expense Dist.on Net Sales	1 066 00	1 301 22	417 57	511 01	980 71	448 91	88 53		4 814 01		
38													
39		Total	13 455 79	18 785 22	8 100 98	1 519 48	10 190 18	7 690 14	1 260 84	61 152 23			
40													
41													

[fol. 1849-1849a]

CARNATION COMPANY - FROZEN FOODS DIVISION

TERRITORIAL PROFIT & LOSS STATEMENT January 19[illegible]

	S. Cal.	No. Cal.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
"	9,904	20,475	6101	[illegible]	[illegible]	1696	56	40,433
Credits	10,451	7,621	2250	[illegible]	6944	4569	1359	34,013
Other	1,325	15	—	[illegible]	[illegible]	109	—	1497
Total	41,660	38,670	9,641	[illegible]	23,733	11,606	3344	144,999

		SOUTHERN CALIFORNIA	NORTHERN CALIFORNIA	ARIZONA	PACIFIC NW MTN. STATES	TOTAL WESTERN DIVISION	SOUTH-WESTERN DIVISION	SOUTH CENTRAL DIVISION	WEST CENTRAL DIVISION	TOTAL EASTERN DIVISION	GRAND TOTAL
1	CASE SALES	41 660	38 670	9 641	16 355	106 326	23 723	11 606	3 344	38 673	144 999
2											
3	GROSS SALES	95 864 23	105 032 13	27 638 47	41 131 70	269 726 53	54 176 31	28 007 40	7 709 13	89 892 84	359 619 37
4	DISCOUNTS										
5	FREIGHT	2 762 33	5 419 48	2 649 77	5 507 40	16 338 98	5 926 58	2 884 09	538 26	9 349 93	25 681 91
6	SPOILS	393 25	431 10	113 37	162 98	1 106 44	222 23	114 89	31 61	368 73	1 475 17
7	TOTAL	3 165 58	5 850 58	2 763 14	5 676 38	17 445 42	6 148 81	2 998 98	569 87	9 711 66	27 157 08
8											
9	NET SALES	92 708 65	99 241 55	24 875 33	35 456 52	252 281 11	48 033 50	25 008 42	7 139 26	80 181 18	332 462 29
10											
11	PRIME COST	51 726 49	53 134 86	13 471 65	18 873 09	137 406 82	25 846 41	12 928 63	3 550 06	42 325 10	179 731 32
12	PROCESSING COST	19 909 76	17 819 86	4 520 55	7 216 69	49 465 76	12 407 79	6 832 32	1 713 67	20 953 78	69 869 54
13	TOTAL COST OF SALES	71 635 80	70 954 22	18 192 20	26 089 78	186 871 98	38 254 20	19 760 95	5 263 73	62 728 88	249 600 86
14											
15	GROSS PROFIT	21 072 85	28 287 33	6 683 13	9 366 74	65 409 13	9 779 30	5 797 47	1 875 53	17 452 30	82 861 43
16											
17	SELLING	19 456 47	17 447 29	7 022 09	6 753 50	50 620 17	10 880 85	5 869 33	1 116 18	17 866 36	67 986 53
18	GENERAL & ADMINISTRATIVE	3 946 60	3 629 47	924 75	1 818 82	9 378 84	1785 72	929 69	245 36	2 780 77	12 359 61
19	TOTAL EXPENSE	23 403 09	21 137 86	7 946 84	8 091 62	60 059 01	12 666 57	6 799 02	1 361 54	20 647 13	80 706 14
20											
21	OPERATING PROFIT	(1 330 49)	7 149 97	(1 263 71)	1 299 80	5 350 12	(2 887 27)	(1 001 55)	493 99	(2 794 83)	2 555 29
22											
23	PER CASE: GROSS SALES	2 30	2 72	2 86	2 51	2 63	2 28	2 41	2 30	2 32	2 48
24	DISCOUNTS										
25	FREIGHT	07	14	27	33	15	25	25	16	29	18
26	SPOILS	01	01	01	01	01	01	01	01	01	01
27	TOTAL	08	15	28	34	16	26	26	17	25	19
28											
29	NET SALES	2 22	2 57	2 58	2 17	2 37	2 02	2 15	2 13	2 07	2 29
30	PRIME COST	1 24	1 38	1 42	1 16	1 29	1 09	1 11	1 06	1 09	1 24
31	PROCESSING COST	48	46	47	44	47	52	54	51	53	48
32	TOTAL COST OF SALES	1 72	1 84	1 89	1 60	1 76	1 61	1 65	1 57	1 62	1 72
33	GROSS PROFIT	50	73	69	57	61	41	50	56	45	57
34	SELLING	46	46	73	41	42	45	45	33	44	47
35	GENERAL & ADMINISTRATIVE	08	09	09	08	08	08	08	08	08	08
36	TOTAL EXPENSE	54	55	82	49	56	53	53	41	52	55
37											
38	OPERATING PROFIT	(04)	18	(13)	08	05	(17)	(03)	15	(07)	02
39											
40											
41	Deal Cost Per Case	304	246	568	259	290	310	275	148	295	296

CARNATION COMPANY - FROZEN FOODS DIVISION.
TERRITORIAL PROFIT AND LOSS STATEMENT
January, 1942

	I SOUTHERN CALIFORNIA	II NORTHERN CALIFORNIA	III ARIZONA	IV PAC. N.W. & TH. STATES	V SOUTH-WESTERN DIV	VI SOUTH CENTRAL DIV	VII WEST CENTRAL DIV	GRAND TOTAL	AMOUNT DIST. ON % OF SALES	AMOUNT ALLOCATED DIRECTLY	ADJUSTMENT
Wages & Salaries								1,700.00	1,700.00		
Social Security								34.00	34.00		
Insurance-Ind.								29.10	29.10		
Health & Welfare											
Office Supplies											
Ice Purchases											
Collection & Exchange											
General Supplies											
Fuel											
Water											
Telephone & Telegraph								206.50	206.50		
Dues & Subscriptions											
Repair Matl, M & E											
Demonstrations				9.00				9.00		9.00	
Distressed Mdse								214.00	214.00		
Freight											
Brokerage - Brokers	3,738.48	4,098.57	1,077.90	1,409.12	2,112.86	1,092.28	300.67	2,116.27		14,085.08	
Brokerage - Carnation								11,908.81			
Samples & Donations	215.06	142.16	33.15	91.80	127.98	70.91	61.12	752.18		752.18	
Travel & Local			110.65					110.65		110.65	
Ind Exhibits								300.00	300.00		
Advertising								541.38	541.38		
Coop. Advertising	1,100.75	1,099.25						2,200.00		2,200.00	
Taxes	12,480.80	9,530.48	5,472.46	4,232.75	7,356.29	3,190.34	493.87	42,956.96		42,956.96	
Depreciation											
Taxes, Other								1,041.16	1,041.16		
Insurance											
Rents											
Rents, Public Whse	417.96	1,367.97	26.25	304.09	551.42	548.44	155.89	3,365.39		3,365.39	
Rents, Equipment								362.33	362.33		
Miscellaneous								108.80	108.80		
Sub-Total	18,152.04	16,237.80	6,720.41	6,241.74	10,148.55	4,901.17	1,011.55	67,946.53		43,419.26	
Carnation Milk Co. Sales	1,303.45	1,210.09	301.43	511.74	792.98	368.16	184.43		4,552.27		
Total	19,456.49	17,447.89	7,022.09	6,753.57	10,941.53	5,269.33	1,196.18	67,946.53			